Trade and Industry

8 April 1977 35p

Price Commission Bill

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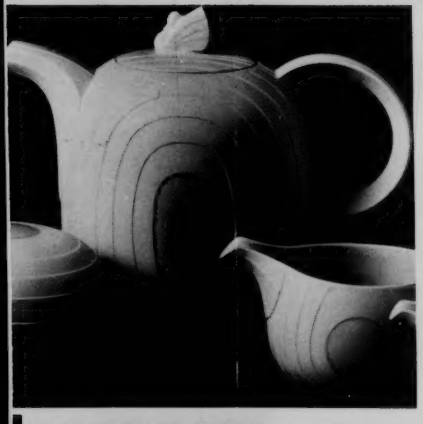
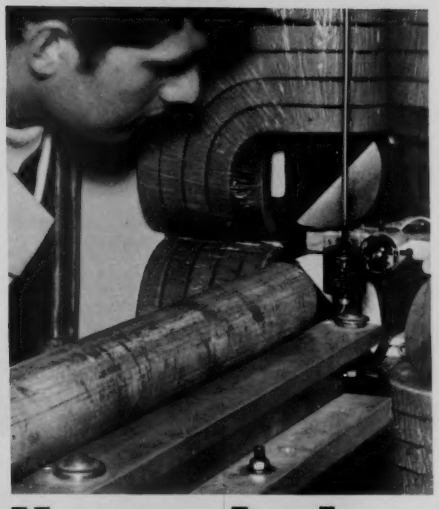


European Community news

British involvement in CERN



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Trade and Industry

8 April 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

Engineers at W. H. Allen and Sons, Bedford, tighten the crankshaft main-bearing caps on a 1,000kW marine diesel engine – part of a £2.6 million order for Mitsubishi Heavy Industries, Japan. Other British export successes are reported on page 30.

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HOME

New powers to control prices: Price Commission Bill published

New powers to control prices are provided for in the Price Commission Bill published on Monday. The bill gives a reconstituted Price Commission stronger powers to stop price rises which it considers unnecessary and unjustified, including the power to recommend price freezes for up to 12 months.

At the same time, when considering prices, the Price Commission will be required to recognise the need for industry to earn sufficient profits for future investment and return on capital.

Unlike the present powers on prices, which expire on 31 July, most of the new powers will be permanent.

Powers will be retained by the Price Commission to obtain information from firms as well as to require prenotification of price increases. The commission will be empowered to carry out investigations into price increases, prices and margins and to judge them according to statutory criteria.

In the case of prenotifying firms (principally the larger manufacturers), a proposed increase may be frozen during the investigation, which may not last more than three months. If, following the investigation, the commission considers that the increase is not justified, it may recommend that it be frozen for a total of 12 months, starting with the date of prenotification.

In the case of non-prenotifying manufacturing and service firms, prices may be frozen during an investigation, and the commission may recommend an extension of the freeze for up to 12 months beginning with the commencement of the investigation. The commission may also recommend that such a firm's prices be reduced to the level applying 28 days before the investigation started.

Margins of distributors are not frozen during an investigation but the commission may recommend that these be reduced, following an investigation.

The commission may, and in certain circumstances is required, to grant a firm under investigation an interim price increase. This cannot be reduced as a result of the commission's final recommendations.

The secretary of state may at any time order that an investigation be discontinued. He may also require the commission to examine and report on general questions relating to prices and charges. Such questions may not specify an individual firm unless the secretary of state considers that the enterprise is an absolute monopolist in its particular field.

The secretary of state may make orders enforcing recommendations of the Price Commission, following an investigation or examination. Such orders are subject to annulment by either House of Parliament and must not be more severe than the commission's recommendations. The secretary of state may accept undertakings instead of making an order.

The secretary of state is required to make regulations providing for safeguards whereby the commission's recommendations, and the effect of a price restriction during an investigation, do not reduce a firm below minimum levels of profitability.

The powers to enforce profit margin controls are retained for a limited period, as is a power to enforce a sanction against the prices of employers who breach agreed pay limits. However, the power to make a code which includes cost controls is abandoned.

In addition the bill permits the secretary of state to prohibit the advertising of recommended prices in particular sectors, and extends his powers over the display of retailers' prices and over charges for services supplied to the private consumer.

Certain provisions of the Remuneration, Charges and Grants Act 1975 are extended (these exempt employers from actions for breaches of contract to which they would otherwise be liable as a result of honouring a pay policy). Power to extend dividend controls will continue for as long as the provisions supporting a pay policy are operative, and permanent statutory backing is given to the payment of grants to local authorities and other bodies for the carrying out of price surveys and the provision of advice to consumers.

Press conference

Commenting on the new bill at a press conference, Roy Hattersley, Secretary of State for Prices and Consumer Protection, said: 'The bill gives the Price Commission and the secretary of state for prices powers to stop price rises which are unnecessary and unjustified, and, in some cases, to reduce prices.

'Under the bill,' he said, 'the Price Commission will be able to investigate price increases in depth in the light of statutory criteria. It will take account of the particular conditions in the enterprise concerned and will not regard cost increases as inevitable but will be able to explore the reasons for them.

He explained that virtually all prices would come within its scope, but prices governed by international treaties (e.g. coal and steel) would be excluded. 'But in principle all nationalised industries will be liable to investigation by the Price Commission – in the same manner as private enterprise.

The Price Commission's powers of investigation would be permanent and not just available in times of high inflation. 'This follows from our belief that the forces of competition are sometimes inadequate to protect the consumer.'

He also pointed out that the new powers, because they were flexible, would support the government's industrial strategy.

The Price Commission will be required to follow criteria which will not deter initiative or inhibit growth; criteria which will ensure adequate reward to efficient manufacturers, distributors and providers of services – rewards which will encourage future investment and thereby safeguard future employment.

Five years before we're all-metric?

It will be at least another four or five years before metrication in Britain can be completed.

This is the conclusion of a report on metrication prepared by the Department of Prices and Consumer Protection presented to parliament on Tuesday.

'There is everything to be gained by pushing ahead at a reasonable pace', the report states.

The report arises from an undertaking given by the government during the course of the passage of the Weights and Measures Act 1976 that a report would be made to parliament each year on the progress made in metrication.

After a brief survey of the progress of metrication to date, the report concentrates on the retail sector where it includes forecasts of further developments over the next few years. These forecasts are intended to set the stage for consultations with trade, industry and consumer organisations and will provide a background against which each step towards metrication can be seen in perspective.

The report goes into detail into the effects of metrication on the main ways in which goods are sold. Dates are suggested, after which sales will be entirely in metric where such dates have been agreed after consultation with trade and consumer interests.

The importance of adequate consumer safeguards during the final stages of the changeover to the metric system is emphasised. In the prices area the report looks to see how far it is true that for those products which have changed size on metrication there has been an unjustified increase in price. The report also considers whether there is a role for unit pricing in protecting the consumer during the changeover. In the 'consumer information' area the report looks at the work of the Metrication Board and examines the role of dual quantity marking as an aid to consumer protection.

Advance factory occupied at North Shields

M. W. Swinburne and Sons Ltd is to occupy an advance factory of about 1,350m² (15,000 sq ft) built by the English Industrial Estates Corporation on the West Chirton (North) Industrial Estate, North Shields, Tyne and Wear.

M. W. Swinburne, a member of the Swan Hunter Group of companies, currently employ about 240 people in premises at Wallsend and Willington Quay. The new premises are needed to expand the fabrication of copper, aluminium and brass piping carried out by the company.

An additional 100 jobs are expected to be created as production is built up over the next few years.

New year days

Monday 2 January will be designated a bank holiday next year in England, Wales and Northern Ireland as new year's day itself falls on a Sunday. In Scotland a bank holiday will be designated on 27 December. Holidays will be:

England, Wales and Northern Ireland: Monday 26 December 1977, Tuesday 27 December 1977, Monday 2 January 1978.

In Scotland: Monday 26 December 1977, Tuesday 27 December 1977, Monday 2 January 1978, Tuesday 3 January 1978.

Employers and employees generally may make alternative holiday arrangements to meet their particular circumstances.

The government approached the TUC, the CBI, the British Bankers' Association, the Retail Consortium and the British Tourist Authority about the date for the new year bank holiday, and has received representations direct from a number of other organisations and individuals, all of which have been given careful consideration.

The *Ibn Sina*, 23,000-tonnes cargo vessel. She is the tenth vessel of a 19-ship order for Kuwait from the Clydeside yard of Govan Shipbuilders Ltd.

STATISTICS

Wholesale prices rise 1 per cent in March

Provisional price index for the home sales of manufactured products increased by 1 per cent in March to 250.8 (1970 = 100).

The index for manufactured products other than food, drink and tobacco also increased by 1 per cent, most sectors showing price rises of this order. This index increased by 5½ per cent in the latest three months compared with 4¼ per cent in the corresponding period a year earlier.

Higher prices for bread and flour confectionery, animal and poultry foods and fruit and vegetable products accounted for half of the rise of 1½ per cent in the index for the food manufacturing industries.

The change in the index for all manufactured products measured over a 12-month period, at 20¼ per cent, was above 20 per cent for the first time since December 1975.

The provisional price index for materials and fuel purchased by manufacturing industry rose by 2¼ per cent to 347.4.

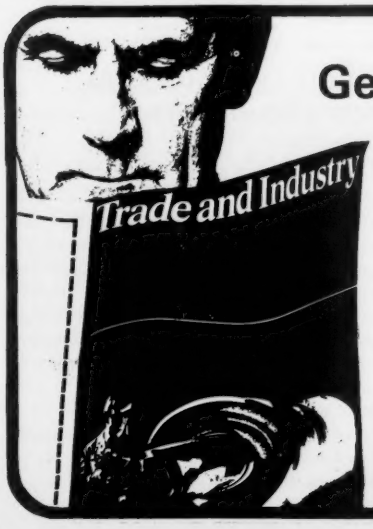
The index for materials and fuel purchased by manufacturing industry other than the food, drink and tobacco industries was 1½ per cent higher. Nearly three-quarters of this increase was accounted for by higher prices for coal.

The provisional index for materials purchased by the food manufacturing industries increased by 4¾ per cent. In the first quarter imported food material prices increased by 17¼ per cent compared with 3 per cent for those produced at home.

OVERSEAS

San Franciscans at DoI

At the beginning of a visit to the UK during their fact-finding tour of western Europe, members of the San Francisco Chamber of Commerce called at the Department of Trade for an economic briefing session on Monday. The group, led by Walter H. Shorenstein was welcomed by Michael Meacher, Parliamentary Under-Secretary of State for Trade, and Lord Redmayne, chairman of the North American advisory group.



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Home news

Refreshment time for Price Commission: soft drinks, beer – and tea

Liquid refreshment in the form of soft drinks, mixers and beer has been occupying the attention of the Price Commission for some time. Publication of its report on soft drinks and mixers has led to a broader reference on beer. And the prices secretary has also asked the commission to examine the rising price of tea.

Soft drinks and mixers: report published

Prices charged for tonic water and other mixers in licensed premises are too high, a Price Commission report* published on 31 March suggests.

The report, which has been submitted to the Secretary of State for Prices and Consumer Protection, states that it should be possible for manufacturers and the licensed trade between them to ensure that the bar prices of mixers are reduced by at least 2p.

The Price Commission also found that it was common practice for the price of shandy to exceed by several pence the price of its constituents, and that in some public houses the price of soft drinks was higher than need be.

Mixers and shandy

Customers tend to compare the price of a small, 4 oz bottle of mixer in a public house (normally around 12p) with that of about 9½p which is paid for the 8½ oz bottle in a supermarket. Such comparisons, says the commission, are unfair in view of the widely differing overhead expenses and profit margins of the two kinds of establishment.

The average gross margin on mixers was 54 per cent (representing a 'mark up' of well over 100 per cent) compared with a margin of 49 per cent on spirits and 33 per cent on bitter. The position had been made worse by the action of certain manufacturers in 'loading' price increases, within the limits permissible under the Price Code, on the sizes of mixers normally sold in public houses. 'Further', says the commission, 'public houses usually try to avoid the use of the halfpenny. Unless therefore the manufacturer's price is calculated on a basis which allows for the mark-up normally applied in the public house, the result may well be that an increase is made which "justifies" an increase in the bar price of a fraction over 1p, and this then ends up as 2p. It is the combination of all these factors – "loading" by the manufacturer, very high mark-up taken by the licensee, and price increases by the manufacturer of amounts which lead to rounding up by the licensee to another penny above – which are responsible for a price level for mixers which is not justified'.

The Price Commission found that it was common practice for the price charged for shandy to be noticeably higher than the cost of the constituents would justify. 'The customer cannot understand why, if he can buy half a pint of lemonade in the public house for 12p and half a pint of bitter for 14p, he has to pay 28p instead of 26p if the two are put into one glass and sold as a pint of shandy'. Investigation has shown that the practice of charging for lemonade as if it were bitter is widespread. The commission thinks that this practice should cease. Similar considerations apply in the case of other mixed drinks such as lager-and-lime, in those cases where it is the practice to make an additional charge.

Soft drinks

Some licensees set the price of soft drinks sold separately higher than necessary in order to discourage this trade. The commission thinks that this is an undesirable practice.

The inquiry

The prices quoted in the report were based on those obtaining in November 1976. Questionnaires were sent to 160 tenanted and free public houses, and 120 grocery shops and off-licences. The response rate was a very high 98 per cent. Information was also received from brewers about their managed houses, and from hotels, other licensed premises and soft drink and mixer manufacturers.

* Prices and Margins of Soft Drinks and Mixers in Licensed Premises. Price Commission Report No. 23 – HMSO, 60p.

Beer: broader terms of reference

Terms of the Price Commission reference on beer have been amended to include an investigation on the overall net profit margins of businesses licensed to sell beer for consumption on the premises.

This results from the commission's report on selected soft drinks and mixers published on 31 March.

In reply to a parliamentary question on 31 March, Roy Hattersley, Secretary of State for Prices and Consumer Protection, said that the three main conclusions of the soft drinks and mixers report were that manufacturers and the trade between them should be able to reduce the price of mixers by at least 2p, that the prices of mixed drinks in some cases needed to be reduced to reflect more closely the costs of the constituents and that the practice of pricing soft drinks unduly highly in some instances to discourage the trade was undesirable.

There was no suggestions, Mr Hattersley said, that overall profits had been in any way excessive or that the price code had been infringed. The commission suggested that in most cases action could be taken on the lines suggested without undue effect on profits.

The commission pointed out, however, that in looking at profit margins on individual products, it was necessary to consider the profitability of the whole enterprise and that the study was not designed to investigate the licensed trade's profits as such.

Since the same qualification held good for the beer reference, Mr Hattersley was amending its terms accordingly.

Mr Hattersley has invited comments on the report on soft drinks and mixers while the beer reference is being dealt with.

Tea: price rises to be investigated

Recent rises in the price of tea are to be investigated by the Price Commission to ensure that consumers are not being exploited.

News of this latest reference to the commission was given on 30 March by the Secretary of State for Prices and Consumer Protection in reply to a parliamentary question.

'Recent increases in retail prices have been substantial,' he said. 'I wish to have a factual report on the reasons for these developments and an authoritative check that the situation is not being exploited. The decision to make this reference does not however imply that profit margins are excessive.'

The Price Commission will be looking at costs involved in all the stages tea goes through before it reaches the consumer. This will include not only the process of importing, blending, packaging and distribution, but also the effects of recent world price movements of tea.

Monopoly inquiry on electricity meters

Gordon Borrie, Director General of Fair Trading, has asked the Monopolies and Mergers Commission to investigate the supply in, and export from, the United Kingdom of electricity supply meters. The director general has asked the commission to report within 18 months. Any person or organisation wishing to offer evidence in relation to the reference should write to:

The Secretary
The Monopolies and Mergers Commission
New Court
48 Carey Street
London WC2A 2JT.

'Vital year for channel safety'

1977 would be a vital year for developments in the safety of shipping in the English Channel, according to the Anglo-French Safety of Navigation Group, which met in London on 31 March.

New developments

The new developments include: the coming into force of the new Imco collision regulations on 15 July which will make the observance of traffic separation schemes mandatory; the commencement as from 15 April of the inauguration of the new buoyage scheme approved by the International Association of Lighthouse Authorities; new joint planning by the English and French administrations has produced in 'Manche-plan', a co-ordinated scheme for dealing with emergencies in the channel (this will be tested in a joint exercise in early summer); improved communication links between St Margaret's Bay and Cap Griz Nez together with new operating instructions, to improve the effectiveness of the British and French surveillance services; joint surveys of shipping traffic in the summer to study the effectiveness of the traffic separation schemes and the effect on ships' behaviour of the new collision regulations; a stepping up of air and surface patrols, to identify a higher proportion of vessels failing to observe the requirements of separation schemes, particularly in the Dover Strait; a system developed in France for the detection of oil spills by night as well as by day; international initiatives within Imco to improve existing traffic separation schemes.

The Department of Trade reported that the daily count of ships contravening the Dover Strait separation scheme had dropped to 16 in the first six months of 1976 – an improvement on 1975 when the average number of 'rogue ships' was 20.

As a result of the installation of two new radars at St Margaret's Bay and Dungeness last year, the area of radar cover of the shipping lanes is more than quadrupled to 900 sq miles. Because this revealed contraventions which had not previously come to notice: the daily count has increased to 27 since then. The group considered that this figure should be reduced as a result of the new traffic developments to be introduced this year and will keep a close watch on the trends.

Main lanes

It was noted that there were no collisions between ships in the main traffic lanes in 1976 though four occurred in the English inshore zone near Dungeness. The ships involved were not under radar surveillance. Both the number of collisions and the number of contraventions represent a great improvement on comparable figures in the late 1960s and early 1970s.

New powers on price display for services

New powers to require price display of charges for services to the consumer embodied in the Price Commission Bill were referred to by John Fraser, Minister of State for Prices and Consumer Protection, when opening a consumer advice centre in Thurrock.

'In 1974, in the Prices Act, the government first took powers to require by order the display of prices of goods offered or exposed for retail sale,' he said. 'Since then we have concentrated most of our efforts on fresh food and we have made a series of orders, after detailed consultation with representative trade organisations, consumer groups and enforcement authorities requiring the unit price (price per pound) to be indicated for certain meat, fish, fruit and vegetables. A similar order on cheese prices will be introduced shortly. Pubs too are now required by law to display their prices.

'We are watching closely petrol price display. If the voluntary code of practice introduced last September by the Office of Fair Trading and the representatives of oil companies and petrol retailers does not prove to be generally observed – and I must say that there are clear signs that it is not – then we shall not hesitate to bring in legal requirements.

'Looking further ahead, we are also considering the possibility of an order to require price display on food and drink generally, in order to reinforce the general practice in most shops.

'Experience over the last three years shows that our present powers could usefully be extended to cover all retail sales of goods, and not just those which are offered – in the legal sense – for sale or exposed for sale. More importantly, we feel that the time is now right for us to look at the price display of charges for services.

'In the new bill on counter inflation which we shall shortly be presenting to parliament, we shall therefore be proposing an extension of our price display powers into these new areas (see page 2).

'This does not mean that we shall be changing our practice, in any way, in implementing these powers. As in the past, we intend that there should always be full consultation with the interests affected before an order is made in any sector and we shall be looking for the advice of representative organisations on the problems concerning price display in their particular areas.

'We fully recognise that price display is not appropriate across the board to all goods and all services. But with this important qualification in mind the government's aim will be to bring general standards up to the level of those firms which are already practising a policy of helpful price display.'

Chrysler's orders for Post Office vans go up to £5.5m

Within weeks of winning a £3 million order from the Post Office for Dodge Spacevans, Chrysler United Kingdom has received a second order for another 1,185 Spacevans worth over £2.5 million.

The earlier order was for the postal business of the Post Office and the latest requirement is for the telecommunications business. This brings the number of Dodge vans ordered by the Post Office this year up to 2,485.

The Post Office has been buying Chrysler's Dunstable-built vans for nine years and have about 14,000 in service.

Official appointments

Appointments have been made to British Aerospace, British Airways and the Civil Aviation Authority.

British Aerospace

Eric Varley, Secretary of State for Industry, has appointed the following to the board of British Aerospace:

Lord Beswick, A. H. C. Greenwood, L. W. Buck, Air Chief Marshal Sir Peter Fletcher, B. E. Friend, D. O. Gladwin, Dr G. H. Hough, G. R. Jefferson, F. W. Page, Dr A. W. Pearce, E. G. Rubython, J. T. Stamper.

Lord Beswick's appointment as chairman had already been announced. Mr Greenwood is to be a deputy chairman. Mr Gladwin and Dr Pearce will be part-time members.

The board has appointed B. C. Cookson to be its secretary and legal adviser.

British Airways

Edmund Dell, Secretary of State for Trade, has appointed Captain Jack William Jessop to the board of British Airways for five years from 1 April. Captain Jessop is director of flight operations, British Airways.

Civil Aviation Authority

Mr Dell, has also appointed Ray Colegate as a full-time member of the Civil Aviation Authority for a further term, of five years, from 6 April. Mr Colegate is head of the economic department.

Gas and electricity

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has made the following appointments:

Mrs M. C. Heuch and Councillor M. S. Gilbert to be members of the Eastern Gas Consumers' Council until 30 November 1979.

Mr Hattersley has also made a number of appointments to electricity consultative councils: C. A. Head and Councillors J. E. Miller and I. Stockdale as members of the North Western council until 31 May 1979; Councillor A. Carter as a member of the Yorkshire council until 31 October 1979; and Councillors Mrs H. Court and D. Ogden as members of the South Western council until 31 August 1979.

Government recognises need for incentives

Government recognises the need to increase incentives at all levels in industry and particularly to improve the position of skilled workers and middle managers, Leslie Huckfield, Parliamentary Under-Secretary of State at the Department of Industry, said on 31 March at the annual conference of the British Council of Productivity Associations.

'I hope that the proposals in the Chancellor's budget statement for a reduction in the burden of income tax and for improvements in its structure have made it clear that this aspect of the problem is understood in government,' said Mr Huckfield. 'Given a satisfactory agreement on pay for the coming year these proposals would, I believe, give substantial support to the efforts to improve manufacturing efficiency in the context of the industrial strategy programme.

'But attracting high quality people to manufacturing industry is more than just a question of financial rewards. We need to secure a fundamental change in social attitudes to manufacturing industry. I don't think that we in Britain have ever really concentrated on being an industrial nation. Far more we have gravitated towards other areas of achievement – the professions, administration, the academic world, perhaps even the political world. But certainly practically anything to keep our hearts and minds and hands away from the crucial task of earning a living – as we must as a nation – by producing and selling manufactured goods to the world. As a society we have neglected manufacturing, just as manufacturing itself has neglected production.

'It may be a simplification. But I believe that this is the underlying cause of our relatively poor industrial performance: that it is these attitudes which have been the real lubricant of low growth. We must change them: indeed, I am determined that one aspect of the industrial strategy programme will be a determined effort to promote this change.

'In Britain, compared with other countries, and certainly Continental countries, there is a disaffection with manufacturing industry as a place of employment. And there is a particular disaffection with the factory as a place of work. People who seem to get on are those who work in offices, whereas close association with the shopfloor is seen as a handicap.

'There is certainly enough evidence to suggest that the status and prestige of people like industrial managers and professional engineers are relatively lower in this country than overseas.

'British plants tend to use their graduate resources in staff-type jobs,' added Mr Huckfield, 'and so away from the shopfloor where so many commentators consider that we have been losing the battle for increased efficiency. This sort of situation would be unheard of in, say, Germany, where graduate resources are focussed on production as well as the other functions and where, moreover, a production or technical background is not only valued but is also often the route to the boardroom. This means, of course, that top management is more likely to have a firm grasp of, and take into account, the implications of their decisions for the production process.'

Industrial strategy

Mr Huckfield went on to say that 'raising the average' is a primary aim of the industrial strategy programme. 'If we could raise the average level of productive efficiency in British industry closer to the level of the best, then this would lead to a substantial improvement of our overall industrial performance and competitiveness.

'I don't deny that improving output from existing resources is not in itself sufficient to reverse the industrial decline of the past and to provide the expansion of employment that we require with our large and growing working population. If we are to achieve a long-term improvement in our growth rate, a significant increase in investment – in both capacity and product development – will be required. Not only because a number of industries have a serious problem of under-investment, but also because our chance of securing a real increase in productivity will, in my view, be much diminished unless industry can be seen to be making a serious effort to provide the new jobs that will be needed, both by those displaced by productivity increases and by the new entrants into the labour market.

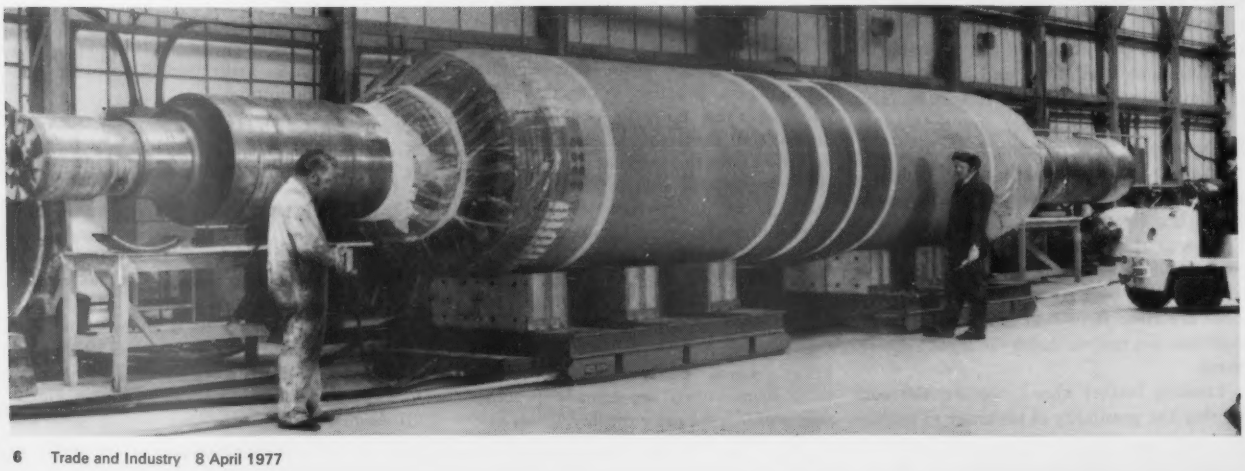
'But unless we increase the return on existing resources the incentive for new investment will be severely limited, as will our capacity to compete in world markets. And as the experience of the past 20 years has shown, that is a recipe for the loss of industrial employment, not its protection and even less its expansion.

'The industrial strategy programme,' said Mr Huckfield, 'is designed to eliminate what has, I feel, been a major defect in the conduct of our affairs in the past – the failure to provide any effective link between analysis, prescription and action as they relate to those economic problems which have their roots in our inadequate industrial performance.

'What has been lacking is a procedure for developing agreed analysis and agreed programme for action by the people who must put that action in hand. That is why the consensus approach of the industrial strategy working parties is a crucial and major advance, because it provides a mechanism to secure the commitment and co-operation of management and unions which is the essential pre-condition for improvements in productive efficiency at the level of the individual sector and firm.'

Air film transporters move 180-ton rotor

Three air film Rolair transporters moving an 180-ton rotor at GEC Turbine Generators Ltd, Stafford.
Three transporters, each with a 90-ton load capacity, are used to 'float' turbine generator rotors between the heavy machine shop and the adjoining winding bay and also within the winding bay. Adoption of this movement system has increased the area available for use and allowed the winding of these large rotors to be carried out in a clean environment and without heavy crane facilities. The equipment is manufactured by Rolair Systems (UK) Ltd, Reading.



Concern over holiday caravan sites

A code of conduct between owners of permanently sited holiday caravans and landlords of such sites was urged on 31 March by John Fraser, Minister of State for Prices and Consumer Protection.

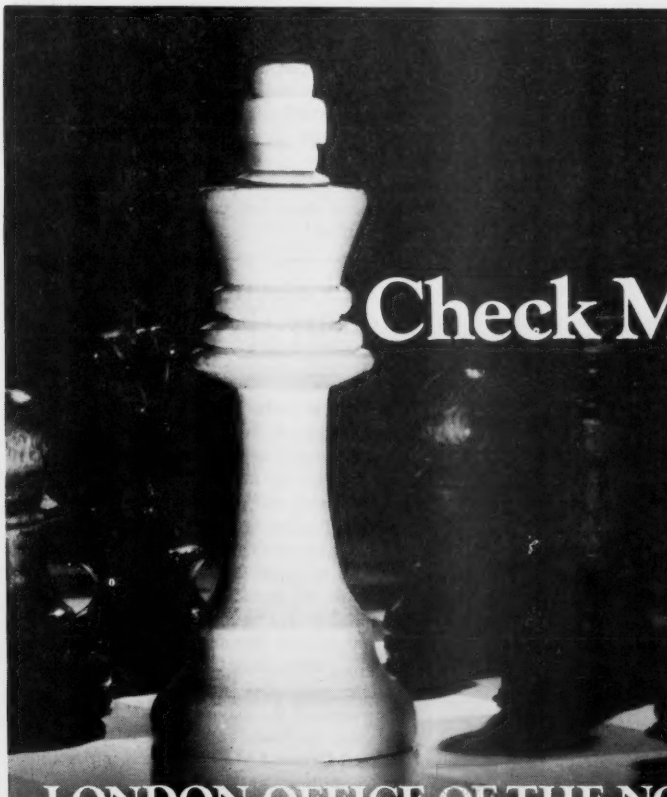
Addressing a seminar of the Northern Ireland Consumer Council in Coleraine, Co Londonderry, Mr Fraser referred to the problems of owners of sited caravans and congratulated the NICC for identifying this important area where consumer bargaining power is rarely equal, and where inequality can lead to abuse.

'Thousands of families now purchase caravans as holiday retreats apart from about 70,000 families in the UK for whom a caravan or mobile home is a permanent residence,' said Mr Fraser. 'Those who holiday abroad by air now enjoy a wide measure of protection following the collapse of travel companies a few years ago. Those with second permanent homes like country cottages, hardly need protection. Holiday caravan owners, however, who do not own the site in which their caravan is situated feel that they are lacking in the protection enjoyed by others. Since they choose to holiday at home – saving foreign exchange, since they sustain a fine British industry and since their numbers are bound to encompass people of moderate means I believe consumer organisations are right to focus on their problems.'

Patents endorsed 'Licences of Right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
16 March 1977		
1,451,618	Agfa-Gevaert	Direct positive silver halide materials
1,452,301	Agfa-Gevaert	Direct positive silver halide emulsions
1,452,302	Agfa-Gevaert	Direct positive silver halide elements
1,452,478	Agfa-Gevaert	Process for homogeneously dispersing polymer particles in aqueous medium
1,095,197	Agfa Aktiengesellschaft	Electrolytic recovery process
1,108,102	Agfa Aktiengesellschaft	Improvements in and relating to image-production using magnetisable substances
1,350,931	Agfa-Gevaert Aktiengesellschaft	Continuous microfilm camera
1,169,531	The British United Shoe Machinery Co Ltd	Improvements in or relating to apparatus adapted for use in moulding shoe bottom units onto lasted shoe upper assemblies
1,206,950	The British United Shoe Machinery Co Ltd	Improvements in or relating to the moulding of shoe bottom units onto shoes
1,349,734	The Post Office	Arrangements for amplifying and reproducing audio frequency signals
1,388,765	The Post Office	Machines for propelling rod or the like
1,106,188	Aldersley Equipment Ltd	Improvements in or relating to bins and silos
1,430,797	International Standard Electric Corporation	Horizontal deflection circuit for television receivers
18 March 1977		
1,350,531	Societa Italiana Resine SIR SpA	Method of producing 1,2-dichloroethane
1,359,964	Societa Italiana Resine SIR SpA	Process for the preparation of glycidl ethers of bisphenols
1,368,374	Societa Italiana Resine SIR SpA	Catalysts used in the production of ethylene oxide by oxidation of ethylene
1,374,500	Societa Italiana Resine SIR SpA	Process for the recovery of formaldehyde and phenol
1,375,290	Societa Italiana Resine SIR SpA	Process for the purification of halo-aldehydes
1,375,455	Societa Italiana Resine SIR SpA	Process for alkylating aromatic compounds
1,376,385	Societa Italiana Resine SIR SpA	Improved process for the preparation of resins from urea and formaldehyde
1,376,388	Societa Italiana Resine SIR SpA	Process for the preparation of resins from urea and formaldehyde
1,377,260	Societa Italiana Resine SIR SpA	Process for the recovery of formaldehyde and phenol contained in waste waters
1,391,298	Societa Italiana Resine SIR SpA	Manufacture of unbranched alkyl benzenes
1,391,553	Societa Italiana Resine SIR SpA	Process for the manufacture of titanium dioxide pigments



You must be disturbed by such formidable pieces surrounding you - escalating operating costs; road congestion; factory inaccessibility; inadequate and out-dated premises with no convenient expansion possibilities - frustrated by non-availability of the right skills and mix of labour and high staff turnover.

Will you allow your precious assets to be slowly eroded away until, Check Mate!

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There are so many advantages for you and your business in the North East New Towns - so many, in fact, that we have opened a London Office to provide you with a confidential single point contact. You can lose nothing and perhaps gain much by writing, phoning or calling in to the:

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World Trade Centre,
London E1 9AA.
Telephone **01-488 2400**

LONDON OFFICE OF THE NORTH EAST NEW TOWNS
[Aycliffe Peterlee Washington]

ENCIRCLE TI 465 ON PAGE 43 FOR FURTHER INFORMATION

Number	Grantee	Subject-matter
1,402,738	Societa Italiana Resine SIR SpA	Process for preparing a supported olefin polymerisation catalyst
1,403,208	Societa Italiana Resine SIR SpA	Process for preparing supported olefin polymerisation catalysts
1,367,002	Nippon Victor Kabushiki Kaisha	Compression and/or expansion system and circuit
1,385,953	Nippon Victor Kabushiki Kaisha	A signal modulating and demodulating system
1,387,026	Nippon Victor Kabushiki Kaisha	Compressing and/or expanding circuit
1,392,761	Nippon Victor Kabushiki Kaisha	Tape auto-loading recording and reproducing apparatus
1,392,986	Nippon Victor Kabushiki Kaisha	Compressing and/or expanding circuit
1,431,059	Nippon Hoso Kyokai	A light beam scanning system
1,438,149	Nippon Hoso Kyokai	Microwave circuits
1,440,630	Nippon Hoso Kyokai	A frequency converting device
1,448,883	Nippon Hoso Kyokai	A carrier converting equipment
1,096,073	Lamberton and Co Ltd	Improvements in or relating to the shearing of metal billets into pieces with identical lengths
1,306,801	Agfa-Gevaert Aktiengesellschaft	Production of photographic silver images
1,338,260	Alexander Arthur Graham and Mary Bremner Anderson	Telescopic members
1,373,498	Eternit-Werke Ludwig Hatschek	A process for the production of decorative and/or protective coatings

23 March 1977

1,222,753	Agfa-Gevaert Aktiengesellschaft	Incorporation of additives in photographic layers
1,309,133	Agfa-Gevaert Aktiengesellschaft	Diffusion-fast colour-forming silver halide developing agents
1,321,046	Agfa-Gevaert Aktiengesellschaft	A photographic dye diffusion transfer process and a corresponding photographic material
1,352,973	Agfa-Gevaert Aktiengesellschaft	Light sensitive colour photographic silver halide material
1,136,332	Continental Aviation and Engineering Corporation	Improvements in turboshaft engine governor drive
1,143,282	Continental Aviation and Engineering Corporation	Torque meters
1,090,138	Societe De Fabrication D'Instruments De Mesure (SFIM)	Apparatus for regulating oxygen flow rate
1,347,105	Societe De Fabrication D'Instruments De Mesure (SFIM)	Analogue-to-digital converter
1,333,331	Air Industrie	Apparatus for separating dust or other impurities from gaseous fluids
1,377,065	United Kingdom Atomic Energy Authority	Improvements in or relating to fibres
1,407,816	Coal Industry (Patents) Ltd	Apparatus for inducing gaseous flow
1,447,669	Rohm and Hass Company	Production of unsaturated acids, esters and nitriles
1,449,994	Manufacture Vosgienne de Meubles et Sieges	Spring-loaded hinge for furniture doors
1,451,990	Societe D'Optique Precision Electronique Et Mecanique-Sopelem	Apparatus producing an electrical signal related to the concentration of a solution
1,455,148	Glaverbel-Mecaniver	Oxide coating method

24 March 1977

1,195,445	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to a device adapted to absorb energy and the applications thereof in particular in steering wheel columns of automobiles vehicles
1,200,819	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to an adjustable gas jet
1,228,657	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to an energy absorbing arrangement for a seat in a vehicle
1,236,171	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to a safety device for a passenger in a vehicle
1,238,141	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to a collapsible steering column in an automobile vehicle
1,245,987	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to a control device for a transmission
1,272,137	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to an accessory unit on an internal combustion engine of an automobile vehicle
1,324,544	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to rear wheel suspension arrangements in automobile vehicles
1,338,050	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to an electrical system for an automobile vehicle
1,358,281	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to an adjustable valve and its application to an apparatus for recycling the exhaust gases of an internal combustion engine
1,396,408	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to an energy absorbing device and safety steering column for a vehicle equipped with the device
1,396,677	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to winders for safety belts
1,418,844	Automobiles Peugeot, and Regie Nationale des Usines Renault	Improvements in or relating to a stop device for limiting the travel of a movable element such as a door of a vehicle
1,369,628	Automobiles Peugeot	Improvements in or relating to a post-combustion reactor for exhaust gases of an internal combustion engine
1,235,008	Robert Bosch GmbH	Improvements in or relating to windscreen wipers
1,312,004	Robert Bosch GmbH	Improvements in and relating to control systems
1,312,275	Robert Bosch GmbH	Improvements in hydrostatic power systems
1,334,333	Robert Bosch GmbH	Improvements in or relating to ball joints
1,085,334	Bayerische Motoren Werke Aktiengesellschaft	Heating and ventilating arrangement, more especially for motor vehicles
1,115,113	Bayerische Motoren Werke Aktiengesellschaft	Temperature control assembly and mixing valve
1,198,614	The Plessey Co Ltd	Improvements in or relating to solid state bonding
1,317,973	Agfa-Gevaert Aktiengesellschaft	Spectrally sensitised light-sensitive photographic material
1,409,923	Engineering Systems Corporation	Theft alarm for movable articles

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Private sector joins gas-gathering study

Four private sector companies are to join the British National Oil Corporation and the British Gas Corporation in the study company examining the viability of a gas gathering pipeline system in the North Sea.

This was announced by Tony Benn, Secretary of State for Energy, in a parliamentary answer on 31 March.

Mr Benn said that BP, ICI, RTZ and Total/Elf had agreed to participate in Gas Gathering Pipelines (North Sea) Ltd, and will between them hold one third of the shares. Other companies had promised their full cooperation. Strict arrangements had been made to safeguard commercially confidential information provided to GGP Ltd by North Sea operators and other companies to enable it to attain its objectives.

Mr Benn said he had announced last year that GGP Ltd would cease operations once it had completed its studies, and that its structure did not anticipate the arrangements which may later be made for the ownership of the pipeline system should one prove viable.

'In order to avoid pre-empting any decision on subsequent arrangements I have assured participants that if the GGP studies show that a pipeline is commercially viable and development subsequently takes place on that basis, I will use my best endeavours to secure that a sum be paid that will recover to the participants the money that they will have expended for the purchase of these studies,' Mr Benn said.

'This sum would be at least equivalent to the share capital of GGP plus the funds paid to GGP by participants, though my assurance does not cover a sum exceeding £3 million.'

Royal assent for Nuclear Industry (Finance) Bill

The Nuclear Industry (Finance) Bill received royal assent on 30 March. The act allows the government to guarantee loans made by third parties to British Nuclear Fuels Ltd (BNFL) and to guarantee the return of advance payments made by customers to BNFL under service agreements.

It also increases the present limits on the payments the government may make for loans and shares to BNFL from £75 million to £300 million (which may be extended by order to £500 million).

The act includes provision for raising the upper limit of the payments the government may make for loans and shares to the Radiochemical Centre Ltd (TRC) from £7 million to £15 million, and for the government to guarantee third party loans to the company.

In addition the act permits the government to spend money on the acquisition of shares or other securities in the National Nuclear Corporation Ltd (NNC) and its subsidiaries.

Particulars of dealers in securities and of unit trusts

The following changes have taken place in Parts 1, 4 and 5 of the 1976 edition of 'Particulars of Dealers in Securities and of Unit Trusts' published in May under the Prevention of Fraud (Investments) Act 1958.

PART 1 HOLDERS OF PRINCIPALS' LICENCES

Name	Nationality or country of incorporation	Address
ADDITIONS		
Chart Analysis (Investment Managers) Ltd	Great Britain	194-200 Bishopsgate, London EC2M 4PE
DELETIONS		
St Andrew Industrial Finance Ltd	Great Britain	9 Elm Row, Edinburgh EH7 UAR
CHANGE OF NAME		
Hentz [H. Hentz and Co Ltd]	Great Britain	Gillett House, 55 Basinghall Street, London EC2V 5ED
to		
Shearson Hayden Stone Ltd	Great Britain	Gillett House, 55 Basinghall Street, London EC2V 5ED
CHANGES OF ADDRESS		
Cosgrave [N. K. Cosgrave and Co Ltd]	Great Britain	26 Bedford Row, London WC1R 4HE
International Marine Banking Co Ltd	Great Britain	6th Floor, 55 Moorgate, London EC2R 6BH

PART 4 EXEMPTED DEALERS including TRUSTEE SAVINGS BANKS

Name	Registered office, principal place of business or principal place of business in Great Britain
DELETIONS	
Jessel Securities Ltd	22 Austin Friars, London EC2N 2LA
CHANGE OF NAME	
British and French Bank Ltd	8/13 King William Street, London EC4
to	
Banque Nationale de Paris Ltd	8/13 King William Street, London EC4

PART 5 AUTHORISED UNIT TRUSTS

Group and/or name and address of management company	Name of scheme	Name and address of trustee
ADDITIONS		
Quilter Management Co Ltd Garrard House 31 Gresham Street London EC2V 7LH	Quadrant Income Fund	The Governor and Company of the Bank of Scotland The Mound Edinburgh EH1 1YZ
GT Unit Managers Ltd 1st Floor Park House 16 Finsbury Circus London EC2M 7DD	GT Four Yards Fund	Lloyds Bank Ltd 71 Lombard Street London EC3P 3BS

CHANGES
The following change has taken place in the entry for 'Britannia Trust Management Limited' in the 'Scheme' column.

DELETE
Britannia Banking Insurance and Financial Shares Trust

AND REPLACE BY
Britannia Financial Securities Trust

Welsh development agency defines its policies and programmes

'A substantial contribution' over the next five years to improving the economy of Wales and creating new employment will be made by the Welsh Development Agency in a new strategy document, 'A Statement of Policies and Programmes', published 31 March.

The agency is planning to spend £160 million in five years to 1981-82 on providing investment capital for industry, building factories, developing industrial estates, reclaiming derelict land, improving the environment and promoting Wales as a place for industrial growth.

Manufacturing will be the key to prosperity in many parts of Wales, says the report, and expansion among manufacturing concerns and other industrial enterprises already based in Wales will be the chief source of growth in the Welsh economy for the next few years.

For this reason the agency is planning to give the highest priority over the next few years to providing investment capital for Welsh-based enterprises and to smaller UK-based firms which are most likely to be attracted to Wales.

The provision of industrial sites, particularly in parts of Wales affected by modernisation of the steel industry, will also be high on the priority list.

Major efforts will continue to reclaim derelict land and at the end of the five-year period a substantial impression will have been made on the worst remaining areas of dereliction in Wales.

Ian Gray, managing director of the Welsh Development Agency, says 'This is a first statement of the agency's overall intentions. We have tried to avoid theorising and to concentrate on a relatively short presentation of the practical policies we shall pursue and the programmes we shall adopt to give effect to them.'

Computer-aided design

Eric Varley, Secretary of State for Industry, has appointed Michael Linsey to be controller of marketing Computer-Aided Design Centre. Mr Linsey was previously with ITT Inc, Brussels.

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Telephone 01-236 3000
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Also in Manchester,
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INDUSTRIAL & COMMERCIAL PROPERTY

ENCIRCLE TI 464 ON PAGE 43 FOR FURTHER INFORMATION

New products

Glue sealing option in cartonning

To seal cartons for a wide range of consumer products, Whitehall Machinery, the DRG company of Bristol, has developed hot-melt glue versions of its complete range of cartonning machines.

In many industries there is a growing demand for the stronger flatter, sift-resistant and pilfer-proof pack made possible by glueing the flaps of erected cartons instead of by the traditional way of forming them with tuck-in flaps. Inquiries from the UK and several other countries have been received, notably from the pharmaceutical industry, food, pet-food, horticultural, hardware and d-i-y trades.

The development applies equally to Whitehall Machinery's medium-speed cartonning modules and the high-speed integral machines. By adopting a hot-melt glue system, with its rapid setting cycle, the company has been able to maintain the designed operating speeds of its machines.

A Nordsen hot-melt applicator is built into the machines, which are also modified with an extra tucking arm to handle four carton flaps instead of the usual three of tuck-end cartons. Existing cartonning machines in the field can be adapted to the system if required. The adaptation does not preclude the machines from being used for conventional tuck-end duty when required.

Further information: circle 235

Skypak protects electronics

A specialised container called Skypak has been developed by Giltspur Packaging for Pye Telecommunications to transport sophisticated electronic equipment. The container is made of melamine-faced plywood board, plastics extrusions, and mouldings. The main advantage of the container, says Giltspur, is that each one is made-to-measure without any tooling costs.

Pye decided to use Skypak when it was found that some pieces of equipment which were shipped out to overseas exhibitions were being damaged in transit.

So far, Pye's Skypak containers have travelled to Europe, the United States, Africa, and to numerous locations in the United Kingdom.

There is an infinite number of size variations of individual Skypak containers up to about 6 ft by 4 ft by 4 ft. Cushioning is also fitted by Giltspur Packaging according to each user's requirements. Research facilities at Giltspur's Southampton factory enable the company to determine the types of cushioning needed to give the correct level of protection.

Further information: circle 236

Portable air cleaner

Tiny, virtually silent and portable, the Powquip air cleaner developed by the Power Equipment Company, will effectively remove smoke, smells, dust, pollen and germs from up to 5.5 cubic metres (200 cubic feet) of room space. The Powquip is a new all-British development. Housed in an attractive speaker like teak case the air cleaner weighs a mere 5 kilograms. An optional metal case will be available. The unit is free standing and can be mounted vertically or horizontally. Expected uses will be for homes, offices, shops, darkrooms, surgeries, lavatories, waiting rooms, pubs, clubs, restaurants, hotels and schools.

Further information: circle 237

Analogue memory capability extended

Kemo Ltd has launched a series of ancillary instruments to extend the capability of its AM Series of analogue memories. Included in the range are memory extensions which extend the storage capacity of the memory from its normal limit of 4k up to 32k words. Also available are a series of slave units designed to operate in conjunction with a master unit.

Memory extensions are designed to be supplied integrally with the AM4096 unit as a single rack-mounting unit. The basic Kemo analogue memory is a controlled digital static store with a host of applications such as time compression or expansion of signals, ultra-low-frequency synthesis of complex waveforms, transient recording, flicker-free displays of slow random signals, unattended capture of isolated random fault signals or events, and as a variable delay line. The memory extensions will increase the resolution with which signals can be stored and analysed, while the slave units will allow several memories to be used in parallel.

Further information: circle 238

IBM processor

The IBM 3033 processor, just introduced, is described by the company as their most powerful and technically advanced virtual storage computer. IBM has also made extensions to the multiple virtual storage (MVS) operating system, which should offer improvements in system performance and throughput capability.

The 3033 processor extends the range of system/370 products which includes central processors, operating and end-user software, subsystems for tape, disk and printing, industry systems and communications systems, and features internal operating speeds generally 1.6 to 1.8 times those of the fastest comparable system/370.

A new program product, offers 3033 users additional performance improvements by enabling the processor control program multiple virtual storage (MVS) to operate more efficiently.

Further information: circle 239

Leisure electric vehicle

'Tropicana', a stylish open two/three seater, is ElecTraction Ltd's latest electric vehicle. Capable of travelling 50 to 60 miles between charges, at speeds of up to 35 mph, it is designed for UK and overseas leisure markets.
Further information: circle 240

Home exhibitions

London launch for Electronic components

Sponsored by the Electronic Components Industry Federation, the 1977 international London Electronic Component Show (LECS), Olympia, 17 to 20 May, is traditionally a launch platform for brand new products and this year is no exception. In fact there would appear to be a higher percentage of new products being presented than in any previous exhibition, LECS or otherwise.

First-time showing from Analogic Ltd will be the new AN5400 computer-compatible A/D and D/A data acquisition and distribution system with digital I/O capability. The system is capable of 512 channels of multiplexing in a single chassis expandable to 4096. New products on show for the first time from Britimpex Ltd will include, for the TV and radio industry, push-button and touch-button operating units for UHF or UHF/VHF tuners, flame-retardant coaxial EHV cables for colour sets and connectors for picture tubes; and for the electrical appliance industry, mains leads with moulded-on Euro and Schuko plugs, rocker switches and illuminated push-button switches. From Burr-Brown International Ltd, many of the data converters and operational amplifiers and function circuits presented will be on show for the first time.

Products to be exhibited by Cambion Electronic Products Ltd will feature many on show for the first time. These include general purpose single and double Euro-size wire wrap cards complete with connectors and test points, a test point handle which combines the cage jack connectors with a card extractor, low profile IC sockets, micro-miniature inductors for hybrid applications and a ready wrapped card for the 6800 micro-processor chip set. Products from Coline Connectors Ltd will include a number being exhibited for the first time. These include a UHF series of coaxial connectors, coaxial attenuators and terminations, screened boxes with BNC interfaces, a 3-position slide switch with a 70MHz bandwidth, 300MHz and 750MHz demodulator probes and a 40kV HV probe. A feature of the Highland Electronics Ltd stand will be a new range of twin-lamp indicators and illuminated push-button switches offering twin-lamp security of operation or a dual indication capability. Primary features of the Honeywell Ltd stand will be new products, expanded ranges and improved capabilities. New products will include a DIL switch, sealed key switches, a Cenelec-approved line of proximity switches, a solid-state switch range, foot switches, a manual line of pushbuttons and indicators, and electronic counters.

Hypertac Connectors Ltd will be demonstrating the continuing trend of improvement and development of their range of products with the introduction of a new range of single-pole connectors. These are available with pin diameters from 1mm to 12mm with a working current from 3A to 200A. On show for the first time by Invader Components Ltd will be the 125XR01-240V Code 11 fan, rated at 240V, and the 133, a 3-bladed sleeve bearing version. In addition to connectors and terminals ITT-Cannon Electronic Ltd will be exhibiting and demonstrating a new mass-termination technique. This technique enables an entire connector to be terminated simultaneously with no insulation stripping and without the use of complex tooling. Any form of cable can be used – ribbon cable or individual wires, solid or stranded.

The biggest company stand of the show will be that of Mullard Ltd which will contain representative items from the company's range of over 10,000 electronic components. Of special interest will be the microprocessor display with its MOS and bipolar MPUs and extensive hardware and software support systems. Highlight of the Oxley Developments Co Ltd display will be a new Controlox plug board matrix system which can be supplied in a wide variety of executions offering continuous or interrupted spacing to suit customers' exact requirements. A number of new products will be featured by Techni Measure Ltd in their ranges of potentiometers and servo components. These will include a new turns counting dial with floating bush; a low-priced miniature linear motion potentiometer with a conductive plastic element; the Helicaswitch with up to 200 switch positions; AC synchros for industrial systems; servo amplifiers; and LED indicators in styled housings and in a variety of colours.

Further information: circle 241

Site equipment show

Seventeen acres of Hertfordshire will be packed with the latest in earthmoving equipment when SED '77, the annual Site Equipment Demonstration, takes place at Hatfield on 19 to 21 April. For three days, working demonstrations will be staged for diggers, dumpers, bulldozers, cranes, rollers, fork lifts, loaders and levellers. Civil engineering plant for every task will be on show, giving the world's plant men a chance to see competing machinery in action under working conditions. It is expected that, in addition to exhibitors from such diverse nations as Japan, Germany, Russia and Sweden, visitors will come from all parts of Europe, from North America and from the Arab states, where construction work is 'on' in a big way.

Further information: circle 242

Intershop

Intershop, the retail display industry's annual stocktaking of trends and ideas comes in May. Running from 1 to 4 May, at Olympia, London, the exhibition will provide a showroom for the latest merchandising equipment, materials and services, and an opportunity for inter-communication on display matters, covering all the seasonal and special events in the retail calendar.

Further information: circle 243

All-Electronics Show

London is again playing host to the season's first professional electronic exhibition, the All-Electronics Show at Grosvenor House on 19 to 21 April. The list of participants this year includes companies both large and small which, between them, offer a very broad spectrum of products and disciplines. A star attraction is bound to be Sinclair's Microvision portable television receiver which will be making its UK public debut at the show. Among the many 'first-time' exhibitors are the well-known names of Avo, Bell and Howell, Solartron and Thompson CSF.

Further information: circle 244

Flooring show changes name

International Carpet Fair is the new name given to the Northern Floor-coverings Fair. This is in keeping with the new policy of updating the image of the exhibition and reflects its international status. The International Carpet Fair will be held at Harrogate on 6 to 9 September 1977.

The exhibition is, however, still a general floor-covering fair with exhibitors showing all types of carpets, floor-tiles, linoleums, fibres and carpet accessories. Overseas promotion for the exhibition has been increased this year with particular emphasis on Austria, Germany and France. It is expected that this will encourage more visitors from abroad and for the same reason accommodation has also been booked at several hotels in the area to enable overseas visitors to visit the exhibition but travelling on a package arrangement.

Further information: circle 245

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Design Council's awards for consumer and

Eight products which made a significant contribution in terms of development and innovation have been selected for the 1977 Design Council awards for consumer and contract goods.

1 Designed from scratch, the Format Oseries of aluminium door handles and accessories for offices, schools, local authority and commercial buildings is manufactured by James Gibbons Ltd. The standard finish is polished anodised aluminium but the range is also available with a coloured epoxy finish in red, blue, yellow, green or brown. A feature of the range is the black nylon lining in the standard keyholes for upright mortice locks.

2 Sinclair Radionics Ltd's Sovereign calculator stands out as being not only extremely elegant but also remarkably free from gimmicks. It is very robust and the hard-wearing steel case, finished in brushed satin chrome, should last a lifetime. It has the additional advantage of being perfectly designed for one-handed use. Its single integrated circuit and bright, large LED eight-digit display are operated by two small camera type batteries.

3 The Concept range of tableware represents a new dimension in the development of Hornsea Pottery Ltd's own 'vitramic' material. Concept's layered, concentric circles, suggest the ripples surrounding a pebble dropped into water. All the working surfaces are glazed but, in this case, the body is in ivory and the glazed surfaces are a slightly darker cane colour.

4 First of a new range of clocks from House of Carmen Ltd, the Countdown CD1, has solid state electronics in place of the conventional mechanism. Accuracy is assured to within 10 seconds a year and no re-winding or re-setting is necessary. The outer case is manufactured in high impact ABS and the large,

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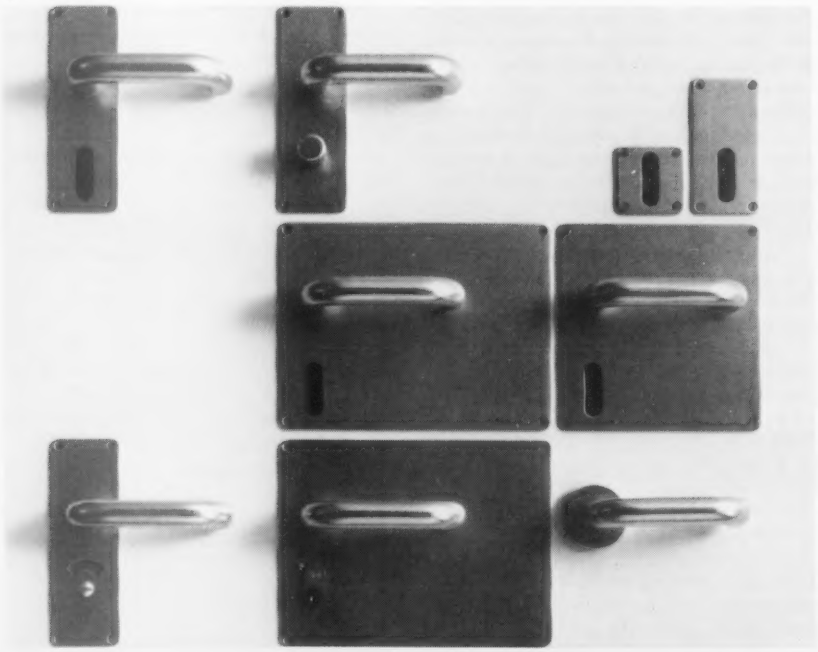

2

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4

contract goods

digital display allows a wide viewing angle. It is available in three colourways – black, white and silver.

5 'Chinese Ivory/Black' cutlery is a typical product of David Mellor's manufacture. The uncompromising straight lines of the range have evolved from the basic raw material, stainless steel strip in two widths. Acetal resin is used for the handles since its combination of low water absorption and surface toughness makes for a durable, dish washer proof product which will not discolour.

6 Tubetrack 7 is a versatile lighting system from Concord Lighting International Ltd. By cladding internal wiring fittings with aluminium tub the designers have produced a sound and electrical distribution track that can be hung. There are 21 separate components in the range and a variety of glossy colours, red, brown and black, available as well as the standard polished aluminium finish. All the lights in the existing Concord range fit the track.

7 Thorn Lighting Ltd has received an award for three types of equipment in its airfield lighting range: a new unidirectional high-intensity approach light; a miniaturised version of its visual approach slope indicator equipment, known as MINI-VASI; and recessed fittings for the airfield approach area, touchdown area, runway and taxiway. All Thorn airfield lighting equipment has a common lamp, a small 200W tungsten halogen type.

8 J. V. Dunhill Boats Ltd's Topper is already established as a single-handed high-performance sailing dinghy. Light and transportable, it is designed to accommodate one or two crew with sufficient legroom. It fits easily on a car roof rack and can be assembled in under 10 minutes. The strong but very light one-piece construction is moulded in Propathene, ICI's polypropylene.

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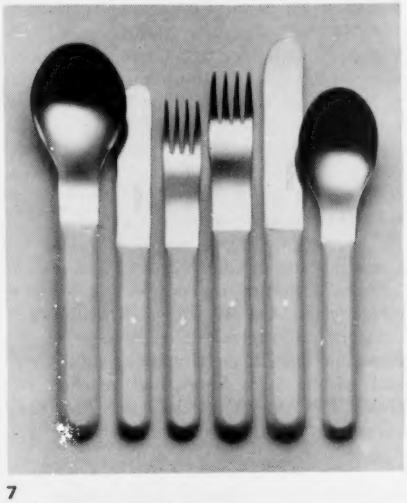

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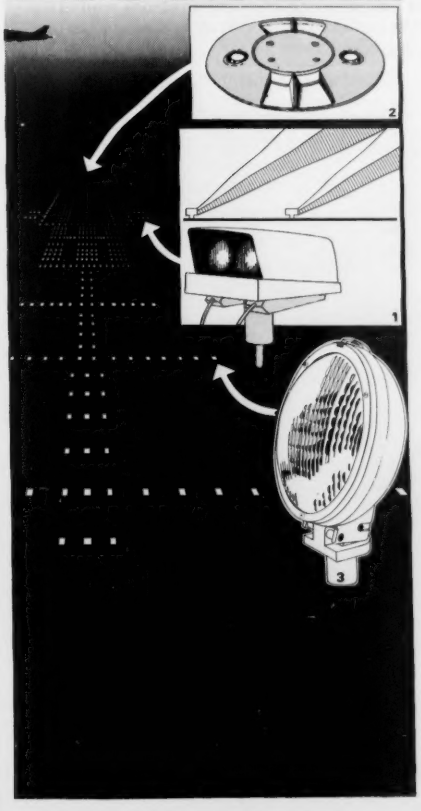
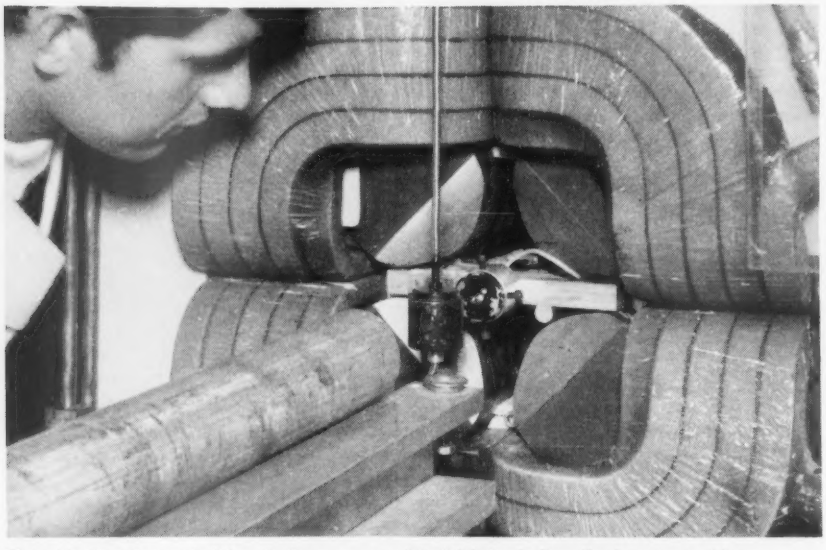


8

Technology news

New accelerator studies the atom: British involvement in CERN



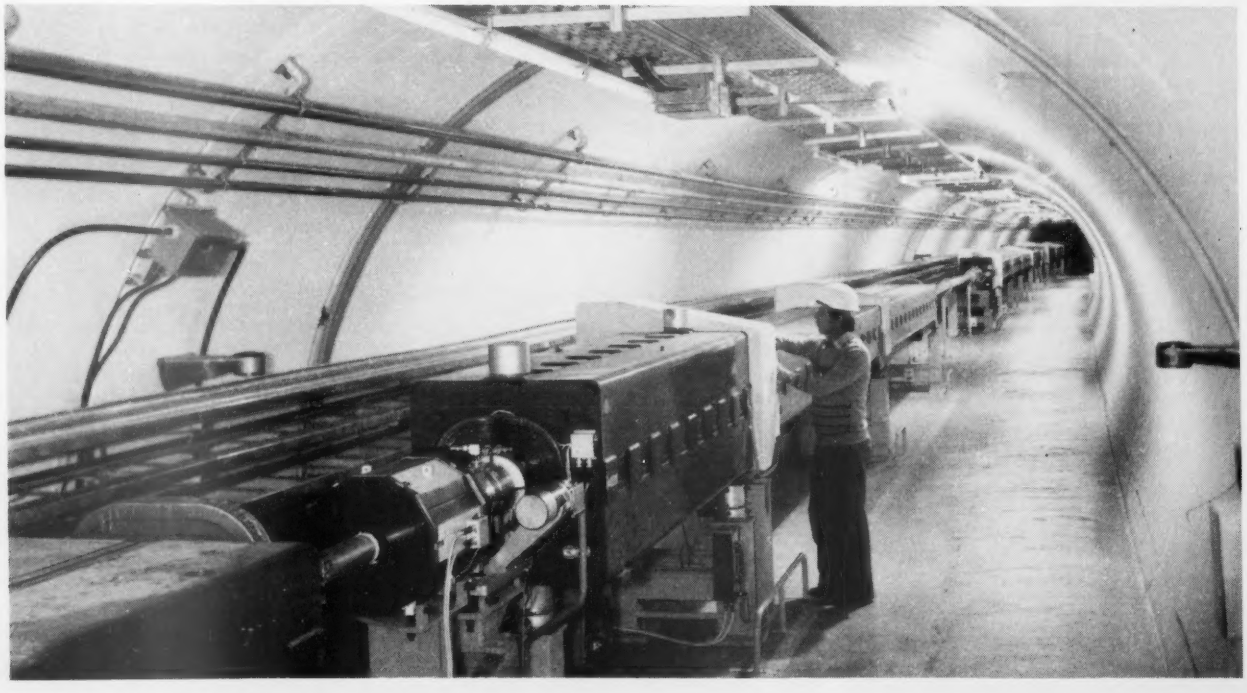
The critical 'setting-up' of the windings on one of the 744 dipole (bending) magnets. A laser process is used to ensure that the windings are set correctly in the two outer cores of the magnet to give magnetic fields accurate to better than a few parts in 10,000.

Deep underground, in a circular tunnel no less than 7km in circumference, scientists from 12 European nations are using one of the most sophisticated scientific research machines in the world.

This formidable piece of equipment, the super proton synchrotron (SPS), is at the headquarters of the European Organisation for Nuclear Research (CERN), on the Franco-Swiss border near Geneva. It is being used to accelerate sub-atomic particles, or protons, through a distance of over one million km in only 8.4 seconds, reaching a terminal velocity of 99.9997 per cent of the speed of light. The protons are made to collide with other bits of matter to reveal their nature and structure.

The project began in 1971, when the member states of CERN agreed to build the SPS accelerator over a construction period of eight years. On 17 June 1976 the SPS achieved its original design energy of 300 thousand million electron volts (300 GeV) and within three hours had reached 400 GeV. The design specification had been exceeded; the time schedule bettered; and

A general view inside the completed 7km tunnel of the new super proton synchrotron (SPS) accelerator at the European Organisation for Nuclear Research (CERN) near Geneva, with an arc of dipole (bending) and quadrupole (focussing) magnets. The main ring accelerates protons around the tunnel 150,000 times, covering a distance of over 1 million km in only 8.4 seconds. Called protons, these sub atomic particles are accelerated so that they collide with other bits of matter to reveal their nature and structure. With neutrons and electrons, the proton forms the main constituent of all ordinary matter.



Dr John Adams, the Executive Director-General of the European Organisation for Nuclear Research (CERN), and the man responsible for the construction of the giant super proton synchrotron (SPS), making the final connection in the power supply to the main magnet ring at the CERN headquarters near Geneva. Power for the main magnets is taken from the grid system using two 90MVA transformers specially designed and supplied by a British company. Dr Adams worked for many years at the Harwell Laboratories of the UKAEA and at the Culham Laboratory where he studied the harnessing of nuclear fusion energy for electric power production.

the whole project completed for less than had been originally estimated.

Overall responsibility for the construction of SPS lay with Dr John Adams, the executive director-general of CERN, who for many years worked at the United Kingdom Atomic Energy Authority, Harwell, and at the Culham Laboratory. His colleague, Professor Leon Van Hove of Belgium, is director-general in charge of research.

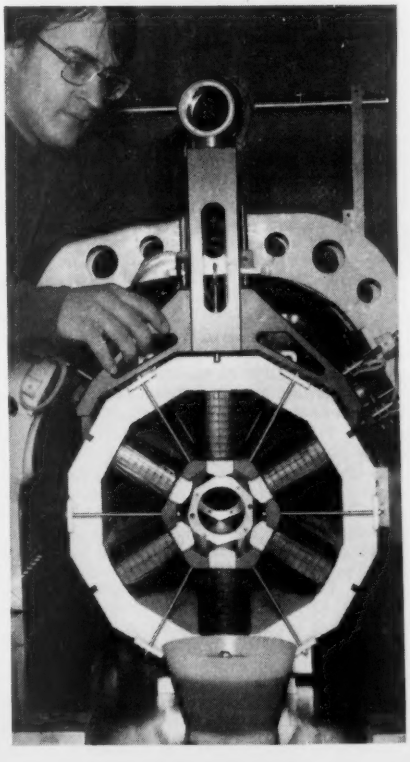
The SPS operates basically on a system of magnets that accelerate and curve the trajectories of the protons, ensuring that they do not hit the wall of the vacuum vessel, a huge circular pipeline, in which they travel.

The main ring consists of about one thousand magnets, dipole and quadrupole, of which 744 are of British design and construction, all aligned to an accuracy of less than a millimetre and providing magnetic fields accurate to a few parts in ten thousand. The dipole or 'bending' magnets are each 6.25m long, weigh up to 20 tonnes each and are constructed to a tolerance of plus or minus 0.75mm in length and 0.03mm in flatness. In addition to the thousand dipole and quadrupole magnets, there are correction magnets which include sextupoles and octupoles, some of which were supplied by British companies. These compensate for any remaining defect in trajectory and allow refined control of the orbiting beam.

Britain's contribution to the SPS was £26 million up to the end of 1976. This will increase to £43 million by 1979, including contracts for equipment for the vacuum vessel, power supply equipment and general machinery as well as the magnets.

Looked at in detail, British involvement takes the form of personnel alarm monitors and dose rate detectors from Harwell, modular power supplies from Belix, auxiliary rectifiers from Brentford, deuterium thyratrons from English Electric, a reactive power compensator filter from GEC, 380kV transformers from Hawker Siddeley, coils for main dipoles from Lintott, half cores for the main dipoles from Morfax, main magnets quadrupoles from Plessey, flange blanks for the vacuum from Smith and Johnson and many other products.

A sextupole magnet being checked for alignment and tolerance. These magnets, some of which were supplied by a British company, compensate for any defect and provide refined control of the main magnet system. The main magnet system is of the 'separated function' type in which the tasks of bending and focussing the protron beam are carried out by separate units. These units are equipped with dipole (bending) and quadrupole (focussing) magnets. There are eight dipoles and two quadrupoles in each lattice (section) of the system. This pattern is repeated 108 times around the ring. Britain's contribution to the SPS project, described as 'the greatest technological achievement in the history of Europe' – was £26 million up to the middle of 1976. To date, British companies have received contracts to the value of over 14 per cent of the total construction costs.



It was in 1897, that a British researcher, J. J. Thomson, showed that atoms were divisible by discovering the first of the sub-atomic particles, the electron. In the early 1900's further research was completed by Rutherford and in 1932 Ernest Walton built the world's first nuclear accelerator at the Cavendish Laboratory at Cambridge.

At this time it appeared that matter consisted of three basic parts: protons and neutrons and electrons. By the 1950's it became apparent that there were several hundred more. The crucial fact to emerge is that energy and matter are different manifestations of the same thing – energy can be converted into matter and matter into energy.

There are many British scientists and engineers working alongside their European counterparts at the CERN headquarters. They include Michael Crowley-Milling who thought out and executed the SPS control system, while the magnets were initially the responsibility of another Briton, Roy Billinge. British teams will participate in 17 of the 34 experiments so far accepted for the new machine.

Already, research has produced sub-atomic particles with such strange sounding names as the 'neutrino', which has no mass and carries no electric charge, and the 'quark' and 'anti-quark' which form part of the proton and neutron. One of the aims of CERN is to find out more about these particles, to investigate the forces that bind them together and to look into the rich inner structure of the proton, neutron and electron, as the main constituents of all ordinary matter.

Energy gap and the fast reactor

The fast reactor will be the most obvious source of the energy in 25 years' time, Sir John Hill, chairman of the United Kingdom Atomic Energy Authority, claimed last week.

The results of many experiments performed in Britain, the operation of the Dounreay fast reactor over the past 18 years and the first year's operation of the larger prototype fast reactor 'have all been very encouraging, in that they demonstrated that the performance corresponded well with predictions, breeding was possible . . . and the system was exceptionally stable in operation'.

'The next step in fast reactor engineering is to build a full-scale fast reactor power station . . . There would seem to be little reason to expect more trouble than could reasonably be expected in constructing any large project of this general nature.

'But I would be less than credible if I were to pretend that there is nothing more to learn and that all problems are solved,' he continued. 'From an engineering point of view we require continuity of experience. If a decision was taken today there would be a 14-year gap between starting the prototype fast reactor and CFR1, the first full-scale demonstration plant. This is already much too long.'

Parliament

Monday, 28 March

EEC guidelines for export credits

Kenneth Clarke (Rushcliffe) asked: 'What steps are being taken to monitor the adherence of member states of the EEC to the European commission's experimental guidelines for government supported export credits to third countries; does HM Government intend to adhere to these guidelines and will member states notify any intended breaches of these guidelines to the commission?

Mr Meacher replied: 'Details of the guidelines were given in my announcement on 15 June 1976 of the UK's decision to adhere to them. The community's proposed adherence to them was the subject of a debate in the House on 3 March. All countries observing the guidelines on export credits are required to notify or consult all other subscribing countries before supporting more favourable terms. With the recent endorsement of the guidelines by the EEC as a whole the commission now participates in the notification and consultation procedures and is, therefore, in a position to monitor member states' and other adherents' performance.'

Concorde

Kenneth Warren (Hastings) asked about proposals for the funding of Concorde wing and engine developments; and about the sums of money involved.

'The British and French authorities have already agreed to the manufacturers undertaking certain limited modifications to Concorde and to continuing engine development', said Mr Huckfield. 'The cost of the airframe modifications is estimated to be £460,000. The cost of engine development cannot be estimated at this stage.'

Syston Estates

Dennis Skinner (Bolsover) asked about intended action in regard to 'the breach of the requirements of the Companies Acts in respect of the filing of annual returns or accounts by the following companies: Sproat Communications, Sproat Electronics, Sproat Trading, Sproat Publishing, Sproat Films, Cyadmare Sproat, Syston Estates and Syston Publishing'.

Mr Clinton Davis replied: 'The Syston Estates Co Ltd is up to date in filing annual returns and accounts. The present position with respect to the other companies mentioned is as follows:

a Sproat Communication Ltd – No. 1100924
Incorporated 9 March 1973
Annual Returns and accounts for 1974, 1975 and 1976 outstanding

b Sproat Electronics Ltd – No. 1139551
Incorporated 15 November 1973
Annual Returns and Accounts for 1975 and 1976 outstanding

c Sproat Trading Ltd – No 1166844
Incorporated 16 April 1974
Annual Returns and Accounts for 1975 and 1976 outstanding

d Sproat Publishing Ltd – No. 1140702
Incorporated 22 October 1977
Annual Returns and Accounts for 1975 and 1976 outstanding

e Sproat Films Ltd – No. 1139586
Incorporated 15 October 1973
Annual Returns and Accounts for 1975 and 1976 outstanding

f Cyadmarc Sproat Ltd – No. 1191481
Incorporated 25 November 1974
Annual Return for 1976 outstanding

g The Syston Publishing Co Ltd – No 1132820
Incorporated 6 September 1973
Annual Return for 1976 outstanding

'Default letters have been sent to these companies to remind them of their obligations under the 1948 Companies Act. I have also written to the honourable member for Aberdeen South concerning those companies listed (a) to (f). Appropriate action will be taken if there is continued failure to file statutory returns.'

Imports from Bolivia

Stanley Newens (Harlow) asked for information on the value of exports to and imports from Bolivia.

Mr Meacher gave the following information.

	Imports (£ million cif)	Exports (£ million fob)
1970	28.5	2.2
1971	16.1	1.8
1972	17.0	1.8
1973	20.0	2.2
1974	9.7	4.3
1975	19.0	5.3
1976	24.5	10.0

'What percentage of British imports of sugar cane and its products were supplied by Bolivia for each year from 1970 to the present?' asked Mr Newens.

'Nil', said Mr Meacher.

Pyramid selling

John Lee (Birmingham, Handsworth) asked how many applications for winding-up of companies, under the Companies Act, had been reported to the Department of Trade since 1974 in respect of companies engaged in pyramid selling.

Mr Clinton Davis said: 'Full information is not readily available and could be provided only after undue expenditure of time. However, since 1 January 1974 the department has made inquiries into the activities of seven companies which had been engaged in pyramid selling, and winding-up orders were made by the court on the petitions of the secretary of state against the following three companies:

Revolution Auto Products (UK) Ltd
Worldwide Household Products Ltd
Golden Chemical Products Ltd

'In three of the companies there were inadequate grounds on which to found petitions for their winding up, and the remaining company, Computex Consumer Services Ltd, has since resolved to wind up voluntarily. The department has at present no inquiries still outstanding.'

Common Fund for Commodities

Bryan Gould (Southampton, Test) asked 'What use is being made of the 50 pence payments being sent to the Secretary of State for Trade by individual citizens as their contribution to the establishment of a Common Fund for Commodities?'

Mr Meacher answered: 'The contributions are being returned where possible, with a letter explaining that it is too early to say on what basis a common fund might be established, or what its financial needs might be.'

Energy research

Peter Viggers (Gosport) wanted to know the current proportions of annual UK expenditure on research relating to the following energy sources: (a) nuclear, (b) coal and gas and (c) alternative sources of energy, including solar, wind, tidal, geothermal and wave-power.

Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy, said that total expenditure for the United Kingdom was compiled every three years; figures from the 1975-76 survey were not yet available.

He gave the following figures covering the Department of Energy, the Atomic Energy Authority and the nationalised fuel and power industries.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

The estimated expenditure on energy R & D by the Department of Energy, the UKAEA and the Nationalised Fuel and Power Industries, for 1976-77, is as follows.

Nuclear (including fusion work) by UKAEA and Electricity Council	£130m
Other Nuclear (Department of Energy expenditure on development contracts with industry and the tripartite centrifuge project)	£29m
Electrical Plant, Generation, Transmission and Distribution	£28m
Gas	£18m
Coal	£24m
Offshore Energy Technology	£10m
New Energy Sources and Conservation	£1.8m

Tuesday, 29 March

Trade with the EEC

Ernest Fernyhough (Jarrow) asked what percentage of British exports went to the countries now forming the EEC in the four years before the United Kingdom joined; and what percentage had gone there in the four years since the United Kingdom became a member. He asked a similar question about British imports.

Mr Meacher said: 'In the four years 1969-72 an annual average of 28.6 per cent of total UK exports were to the EEC; in 1973-76 the figure was 33.6 per cent. Corresponding figures for imports from EEC were 30.2 per cent and 36.7 per cent, respectively.'

Trade with Israel

Ian Grist (Cardiff North) asked for the value of British exports of goods and services to Israel for each of the last five years in money terms and in constant value terms; and for the percentage of Israeli imports represented by British goods and services.

Mr Meacher said: 'There is no information available relating to services, or estimates of the trade in goods at constant prices. The value of United Kingdom exports of goods at current

prices and percentage share of Israeli imports of goods are as follows:

	UK exports of goods to Israel (1) (£ million fob)	UK share of Israeli imports of goods (2) (per cent)
1972	135	14.8
1973	187	11.3
1974	219	10.0
1975	237	11.4
1976	249	Not available

Source:
(1) Overseas Trade Statistics of the United Kingdom.
(2) IMF Direction of Trade Annual.

Company accounts
William Clark (Croydon South) asked the Secretary of State for Trade, with regard to the Companies Act 1976, how many statutory forms were sent out for ascertaining the date of company accounts; what was the total cost, including postage, of these forms; and why a note could not have been put on the next annual return reminder of the company.

Mr Clinton Davis said: 'From 1 to 25 March, 171,000 forms for notification of a company's accounting reference date, together with an explanatory letter (out of an estimated total of 700,000), were despatched at a cost of some £13,000 for stationery and postage. Inclusion of a note on the annual return reminder would not suffice, as reminders are sent only to companies whose returns are overdue.'

Seat belts
John Watkinson (West Gloucestershire) asked how many new cars had been produced since it became compulsory to install seat belts in cars.

Mr Huckfield said: 'Between 1 April 1967* and 26 February 1977, the latest date for which figures are available, 16.1 million cars were produced in the UK.'

* Seat belts became compulsory on cars registered from 1 April 1967 under legislation enacted in 1966.

Reclaimed plastics
Mr T. H. H. Skeet (Bedford) asked what proportion of plastics used in domestic, commercial and industrial markets was reclaimed for further use.

Mr Cryer said: 'Plastic materials, mainly thermoplastics, constitute approximately 3 per cent by weight of total domestic refuse at present: that is less than 1 lb per house per week. Recycling into new plastics is difficult, because the plastic materials in domestic and commercial rubbish are often contaminated, they are mixed with other rubbish and different polymers are mixed up together. The Oxfam waste saver scheme at Huddersfield has pre-separated domestic waste items, but has to rely on co-operation from householders. Apart from this scheme, there is at present virtually no recovery of plastic materials from domestic waste. The thermoplastic waste arising within the plastics industry itself is nearly all recycled, because its composition is known and it can be re-plasticised together with virgin plastic. A study of the possibilities for plastics recovery is being set up between the Waste Management Advisory Council and the British Plastics Federation. Further information can be supplied by these organisations.'

Selective financial assistance
Kenneth Clarke (Rushcliffe) asked how many companies had submitted requests for assistance under the new selective financial assistance scheme announced in December 1976.

Mr Cryer said: 'The selective investment scheme has got off to a very encouraging start, and well over 200 inquiries from a wide spectrum of manufacturing industry have been received. Sixty are under detailed appraisal.'

Wednesday, 30 March

Advertising by vets
Marcus Kimball (Gainsborough) asked what progress had been made by the Director General of Fair Trading in his discussions with the Royal College of Veterinary Surgeons about the recommendations in the Monopolies and Mergers Commission's report on the supply of veterinary services in relation to restrictions on advertising.

Mr Fraser said: 'The Director General of Fair Trading and the Royal College of Veterinary Surgeons have agreed that the question of relaxing advertising restrictions should be considered during this year's triennial revision of the college's guide to professional conduct. I understand that the director general hopes that constructive suggestions will come from within the profession itself, but he has suggested, as a basis for discussion, that all veterinarians might be permitted to advertise subject to specific restraints laid down by the college. He has suggested that the college might publish a list of informative facts which they would allow members to include in advertisements, together with a list of prohibited items. The college might wish to ensure that they had an opportunity to give their prior approval to advertisements.

'The director general envisaged that these arrangements might enable basic facts such as addresses, telephone numbers, surgery hours, qualifications and convenience of location to be made known in stated media by individual practices. Advertisements might also indicate the fees for some of the more routine services, or at least state that a fee for such services would be quoted in advance.

'Finally, the director general has suggested that veterinarians should not be prevented by their obligation to offer first-aid to all types of animals in an emergency from advertising that they normally treat certain species of animals. Indeed this obligation, and the various methods by which different practices carry it out, could itself be made more widely known through advertising.'

Maximum prices
Richard Wainwright (Colne Valley) asked for a list of products covered by statutory maximum price orders.

Mr Maclennan said: 'The products subject to statutory maximum price orders, under the Prices Act 1974, for which my rt hon friend is responsible, are bread, household flour, tea, butter and cheese. Questions about products subject to other forms of statutory maximum price control should be addressed to the ministers responsible, eg to the Minister of Agriculture, Fisheries and Food in the case of milk or to the Secretary of State for Energy in the case of paraffin.

Thursday, 31 March

Tribology promotion
Michael Brotherton (Louth) asked the Secretary of State for Industry for what purpose his department was running a campaign on tribology, how many civil servants were involved, and what was the cost to public funds.

Mr Huckfield replied: 'My department's campaign to promote tribology was discontinued at the end of financial year 1974-75, shortly after the dissolution of the committee on tribology. Since then only incidental and low-key publicity has been given to tribology, by exploiting suitable projects in the current campaign to promote other industrial technologies. Staff involvement and expenditure are both negligible.'

Ship-repairing firms
Mr Fernyhough asked the Secretary of State for Industry, how many ship-repairing firms, which were originally included in the Aircraft and Shipbuilding Bill but excluded before it became an act, had approached him with a view to them being brought within the scope of the present act.

Mr Huckfield said: 'Approaches have been made by three companies about the possible acquisition of their ship-repairing interests. It is also the government's intention that the three publicly owned ship-repairing companies should be transferred to British Shipbuilders by transferring the ordinary shares of their parent company to the corporation.'

Registry of Business Names
Geoffrey Finsberg (Camden, Hampstead) asked the Secretary of State for Trade what consultations had been made on the proposal to abolish the Registry of Business Names and what representations he had received that the registry should be retained and that the charges to users should be increased.

Mr Clinton Davis replied: 'Possible closure of the Registry of Business Names, which would require repeal of the Registration of Business Names Act 1916, is one of the options under consideration within the government's policy of reducing the size of the civil service and its cost to the taxpayer. Over 40 organisations known to have an interest in the services provided by the registry were invited to express their views and their replies will be taken fully into account in reaching a final decision.'

Government sales

Ministry of Defence

Sales by auction

19 April 1977—Miscellaneous stores

Location
Central Ordnance Depot RAOC, Bicester, Oxon

Auctioneers
Midland Marts Ltd (Dept L), 4 Market Hill, Bicester, Oxon OX6 7AL (tel. 08692-2073)

Stores lying at COD Bicester and other depots comprising clothing and textiles, furniture, vehicles, forklift trucks, machine tools and a large collection of other miscellaneous items including 4,150 wristwatches.

26, 27 and 28 April 1977—Vehicles, earthmoving and lifting equipment

Location
Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts

Auctioneers
Walker Walton and Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (tel. 0602-54272)

600 commercial vehicles including heavy duty trucks and tractors by AEC, Leyland and Scammell, Alvis airfield crash tenders, 110 trailers, refuellers, fire tenders, Bedford RL and TK trucks and tractor units, forklift trucks, mobile cranes, loading shovels. 500 saloons, limousines, estate cars, minibuses and light vans (including 300 Morris Mini and Minor 1000 saloons and Travellers), coaches, 290 Land-Rovers and various plant spares. The majority will be offered as single lots.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra (postal orders only).

European community news

COST projects memoranda signed

Two memoranda of understanding on COST research and development (R and D) projects were signed in Brussels on 31 March by Sir Donald Maitland, UK ambassador to the European communities.

The projects agreed were COST 30 on electronic traffic aids on major roads, costing about 5 million units of account (mua), and COST 211 on redundancy reduction techniques for visual telephone signals which will cost 2 mua. The duration of both projects is expected to be three years.

COST (Coopération européene dans le domaine de la recherche scientifique et technique) is a group comprising the nine EEC member states, plus 10 other west European countries set up to promote collaboration in selected technological fields and to launch projects of sufficient interest to some members of the group. Participating states are free to select and finance those COST projects which they wish to support.

In addition to the UK, the following countries signed the memorandum of understanding (MOU) for COST 30: Austria, Belgium Finland, France, Germany, Italy, Sweden and Switzerland. The Netherlands is also expected to participate in the project which will promote research and development in the field of electronic traffic aids on major roads with the aim of studying the various techniques developed to that end and their compatibility. The project will be concentrated primarily on research into, and development of, methods of communicating with drivers and the selection and development of prototypes to be used for this purpose. The ultimate aim of the project is to work towards the possible establishment of a standard European system in the field.

Belgium France, Germany and Sweden joined the UK in signing the MOU for COST 211. The Netherlands are also expected to join the project. The main objective of COST 211 is to examine the possibilities of applying redundancy reduction techniques to the digital transmission of visual telephone signals with the aim of providing effective and economic digital transmission by appropriate optimisation of software and hardware. It is intended that the outcome of the project will be a useful contribution towards the implementation of an economic visual telephone service and the advancement of a common standard throughout Europe.

Further details: COST 30 – Mr J. A. Hillier, Transport and Road Research Laboratory, Crowthorne, Berkshire RG11 6AU; Mr D. G. Clark, DTp, St. Christopher House, Southwark St, London SE1 OTB; COST 211 – Mr H. Banham, Post Office, Telecommunications HQ, 88 Hills Road, Cambridge CB2 IPE.

Financial help for power stations

Decisions enabling the commission to issue loans to help finance nuclear power stations were adopted at the meeting of EEC energy ministers in Brussels on 29 March.

The first decision empowers the commission to issue loans for the purpose of financing investment projects for the industrial production of electricity in nuclear power stations and to industrial fuel-cycle installations. These loans will be issued on behalf of the European Atomic Energy Community (Euratom) and will be within amounts fixed by the council. The commission is to borrow no more than the amounts of the loans for which it receives applications. Borrowing and lending transactions are to be expressed in the same currency and carried out on the same terms as the payment of principle and interest. The costs incurred by the community in concluding and carrying out each transaction are to be borne by the beneficiaries. The decision lays down the conditions under which the commission is to negotiate the terms for issuing the grants.

Under the second decision, loans for which provision is made in article 1 of the basic decision may be issued up to a total of 500 million units of account.

Ministers held an exchange of views on the political aspects of the energy situation of the community on the basis of a communication from the commission. The debate gave the council and the commission the opportunity to compare views on the prospects for the traditional energy sectors – petroleum, coal and gas – as well as on the problems posed by the development of nuclear and other new sources of energy.

Concluding their discussion, ministers reaffirmed their will to help to improve the balance of the world energy market by the rapid implementation of specific aspects of a European energy policy, by a determined effort to economise on energy and by the development of both traditional and new indigenous sources of energy. In this connection, they also emphasised the importance of prices policy. For the future, the council agreed to hold a general exchange of views on the energy situation twice a year; and to discuss the particular problems relating to the development of nuclear energy at the next meeting on energy due to tbe held in June.

Ministers also held a policy debate on the intensification of the community's energy-saving programme; on the basis of a communication from the commission and a memorandum from the French delegation.

They requested the energy committee to hold a meeting in the near future, to deal exclusively with questions concerning energy saving, with the aim of giving a political impulse to the continuation of discussions in this field.

The commission will submit in the near future a new series of draft recommendations for the implementation of specific projects which would make an early and effective contribution to the attainment of the community's objectives in the area of energy saving. The end of June was set as the time limit for a decision on these recommendations.

A preliminary discussion was held on a community approach to refining problems in the community, on the basis of a memorandum from several delegations and a communication from the commission. The discussion underlined the importance of the outstanding problems in this sector and enabled the council to express its political willingness to reach a community solution as soon as possible. The commission was asked to submit practical proposals that would enable the council to act at its meeting in June.

The council asked the commission to submit proposals for a set of measures to promote and protect investment in the energy sector. The commission's idea in this connection should also deal with the problem of the minimum safeguard price.

The situation on the common coal market was discussed and the council agreed with the analysis made by the commission. Agreement was reached on the need to collect information in the member states on coal imports from third countries and to forward it to the commission automatically. Ministers invited the commission to study with each member state

appropriate ways of implementing this information system. The council would examine the proposed system in June and decide if it was adequate.

The council examined the changes which the commission proposed to make in coking coal arrangements and agreed in principle to extend the validity of the existing arrangements until 1981, on the understanding that the arrangements to apply in 1980 and 1981 would be re-examined before the end of 1979, without prejudging the question of the gradual reduction of aid in those two years.

Latest on Jet and the JRC

Community ministers again discussed the joint European torus (Jet) thermonuclear research project at a meeting of the research council in Brussels on 29 March. They agreed that the choice of site for Jet now lay between Culham at Oxford and Garching near Munich.

They took the view that a choice could not be made until the basis of the organisational structure of the project had been decided. Ministers agreed to meet again as soon as possible to seek agreement on both issues.

Meanwhile they authorised the commission to extend employment contracts to retain the Jet design team working on the preparation of the project at Culham.

The council also reached a broad measure of agreement, subject to a UK reservation, on the programme for the community's joint research centre for the period 1977-80, and on some re-arrangement within the previously proposed cost and manpower ceilings, to give more emphasis to fusion work at the Ispra establishment in northern Italy.

No change on milk and beef prices yet

Due to the lack of agreement on agricultural prices at the 25-29 March council, EEC common support prices and the UK's guaranteed price for milk and the target price for beef, under the beef premium scheme, will remain unchanged for the present. In a commons statement on 30 March, John Silkin, Minister of Agriculture, Fisheries and Food, explained that discussion would be resumed at the next meeting in Luxembourg on 25 and 26 April.

Eight member states would have been able to agree on a final package of changes from the commission's original proposals, including slightly bigger price increases, said Mr Silkin. In a long and hard session Gavin Strang, Parliamentary Secretary at the Ministry of Agriculture, Fisheries and Food, had maintained that the UK would only be prepared to accept the changes in common prices and a small devaluation of the green pound if there were adequate compensating action of food prices in the UK. In this connection the UK put forward proposals for a butter subsidy which would have achieved this, and would also help to dispose of part of the community's expensive butter surplus.

'Unfortunately, the final package did not offer sufficient advantages to the United Kingdom and we were therefore not prepared to accept it,' Mr Silkin said.

At the request of France, Ireland and Italy the council had accepted changes in the green currencies of those countries.

The council also considered measures for the establishment of catch quotas for fish and other control measures in certain areas of the waters of member states. The UK could not agree to these measures which would have adversely affected British rights in UK waters, Mr Silkin concluded.

Direct elections white paper published

The white paper 'Direct Elections to the European Assembly', which will be the subject of a debate in the Commons, was published on 1 April.

Speaking of the paper, which is published jointly by the Home Office and the Foreign and Commonwealth Office, Merlyn Rees, Secretary of State at the Home Office, said in the Commons on 31 March: 'We must give the matter deep consideration – whether making a change or staying where we are – and not take the leap in the dark that is sometimes taken on electoral matters.'

The white paper sets out several possible electoral systems: the traditional first-past-the-post, a regional list system, and a single transferable vote system. There is also the option of a dual mandate by which only Westminster MPs would be eligible for election to the European Parliament.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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French minister visits London

Simone Veil, French Minister of Health, made a short visit to London on 28 to 29 March for discussions with David Ennals, Secretary of State for Social Services, on matters of mutual interest. She also visited a hospital in north London with clinical research facilities.

Madame Veil was invited to visit this country by Mr Ennals, as part of the continuing contact between health ministers of the two countries. Mr Ennals' predecessor, Barbara Castle, visited France at Madame Veil's invitation in 1975.

Madame Veil looks at an EMI whole body scanner with consultant radiologist Louis Kreel during her visit to the clinical research centre at Northwich Park hospital.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 7174/482/408. Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Processed fruit and vegetables. The *Official Journal* L73, 21 March 1977, contains the texts of the following regulations:

Regulation (EEC) 516/77 on the common organisation of the market in products processed from fruit and vegetables.

Regulation (EEC) 517/77 fixing the minimum price and the special minimum price for tomato concentrates for the 1976/77 marketing year.

Regulation (EEC) 518/77 laying down general rules for granting export refunds on the various added sugars in products processed from fruit and vegetables.

Regulation (EEC) 519/77 laying down general rules for granting export refunds on products processed from fruit and vegetables and criteria for fixing the amount of such refunds.

Regulation (EEC) 520/77 on the imposition of an export charge on certain products processed from fruit and vegetables and containing added sugar, in the event of sugar supply difficulties.

Regulation (EEC) 521/77 laying down detailed rules for applying protective measures in the market in products processed from fruit and vegetables.

Regulation (EEC) 522/77 laying down special provisions applicable to trade in tomato concentrates and peeled tomatoes between the community as originally constituted and the new member states.

Regulation (EEC) 525/77 establishing a system of production aid for tinned pineapple.

Regulation (EEC) 526/77 fixing, for the 1976/77 marketing year, the production aid for tinned pineapple and the minimum price to be paid to pineapple producers.

Regulation (EEC) 527/77 laying down general rules for the system of compensatory amounts applicable, by virtue of the various forms of added sugar, to products processed from fruit and vegetables following the accession of new member states to the community.

Cattle, beef and veal. Regulation (EEC) 585/77 on the system of import and export licences for beef and veal (*Official Journal* L75, 23 March 1977).

Regulation (EEC) 586/77 laying down rules for the application of levies on beef and veal and amending regulation (EEC) 950/68 on the common customs tariff (*Official Journal* L75, 23 March 1977).

Regulation (EEC) 597/77 laying down detailed rules for the application of special import arrangements for certain types of frozen beef intended for processing (*Official Journal* L76, 24 March 1977).

Regulation (EEC) 598/77 fixing the quantities of frozen beef intended for processing which may be imported under special terms in the second quarter of 1977 (*Official Journal* L76, 24 March 1977).

Wine. Regulation (EEC) 588/77 establishing a list of authorised vine varieties which may be used for new plantings and replantings until 30 November 1978 and laying down further rules for the application of regulation (EEC) 1162/76 (*Official Journal* L75, 23 March 1977).

Regulation (EEC) 607/77 concerning notification to the commission by the member states of import licences issued for wine products, repealing regulation (EEC) 2866/73 and amending regulation (EEC) 1614/76 (*Official Journal* L76, 24 March 1977).

Pigs and pigmeat. Regulation (EEC) 596/77 adopting exceptional support measures for the market in pigmeat (*Official Journal* L75, 23 March 1977).

Fruit and vegetables. Regulation (EEC) 609/77 applying quality class 'III' to certain fruit for the 1977/78 marketing year (*Official Journal* L76, 24 March 1977).

Animal health. The *Official Journal* L76, 24 March 1977, contains the following correction to directive 77/99/EEC (published in *Official Journal* L26, 31 January 1977) on health problems affecting intra-community trade in meat products: The corrigendum published in *Official Journal* L68, 15 March 1977, page 35, should read as follows:
Page 87, article 3 (1) (3) (a) (i), first and second lines:

for: in accordance with directive 64/433/EEC, in the member state in which the . . .'

read: 'in accordance with directives 64/433/EEC and 71/118/EEC, in the member state in which the . . .'

EEC rules of competition

The *Official Journal of the European Communities* C72, of 23 March 1977, contains a notice concerning the submission to the European commission on 29 October 1962 by the International Permanent Bureau of Motor Manufacturers (BPICA) of a request, under articles 2 and 5 of council regulation 17, for negative clearance of regulations concerning the display of motor vehicles at international exhibitions. BPICA is a non-profit association formed in 1919 and its members comprise 18 national associations of motor car manufacturers.

The regulations as notified gave BPICA the discretionary power to decide whether an event was international and therefore to authorise or prohibit display of motor vehicles. This enabled BPICA to prevent the organisers of fairs and exhibitions displaying motor vehicles and hence of eliminating competition between organisers. In response to commission representations BPICA has agreed that the decision as to whether a fair or exhibition is international will no longer be within its sole discretionary power.

The commission intends to take a favourable decision on the current version of the BPICA regulations adopted on 17 May 1976. The decision will be for a limited period and obligations will be attached. Before doing so it invites interested third parties to send their comments within one month from 23 March 1977, quoting reference no. IV/417, to: Commission of the European Communities, Directorate-General for Competition, Directorate for Restrictive Practices and Abuses of Dominant Positions, rue de la Loi 200, B-1049 Brussels, Belgium.
Further information: Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

Import duties on beef and veal

An order, which came into operation on 1 April 1977, has been made to amend the Import Duties (General) (no. 5) Order 1975, SI 1975 no. 1744 and the Import Duties (General) (no. 10) Order 1976, SI 1976 no. 2077 by implementing changes made to the tariff nomenclature of the common customs tariff of the European Economic Community in respect of beef and veal goods which come under the common organisation of the market.

Existing rates of import duty are unchanged for goods of known trade importance but in the case of any imports of certain offals of wild bovine animals the rates will be reduced or increased according to where they are classified. Certain consequential amendments are also made to the Import Duties (Turkey) (Reductions and Exemptions) Order 1975, SI 1975 no. 2056, the Import Duties (Faroe Islands) (Reductions and Exemptions) Order 1975, SI 1975 no. 2074, and the Import Duties (Developing Countries) (no. 4) Order 1975, SI 1975 no. 2094. The order also postpones the start of the 1977-78 marketing year for beef and veal goods until 1 May 1977.

Copies of this order, the Import Duties (General) (no. 2) Order 1977, SI 1977 no. 616, will be available shortly from HMSO, 49 High Holborn, London WC1V 6HB, and branches, or by post from HMSO, PO Box 569, London SE1. Any inquiries about this notice should be directed to General Division, Room 310, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 5488/5542.

European trade could be key to Britain's economy

Failure to expand Britain's trade with Europe could have grave consequences for the UK's economy, Sir Derek Ezra warned at a British Overseas Trade Board export conference in Nottingham. Over 50 per cent of British exports, he said, were now sent to Western Europe but the UK's share of some of the key markets had been falling.

Sir Derek pointed out that an additional 1 per cent share of the community market would mean the creation of over a quarter of a million extra jobs in the UK – or significantly raise output from existing employment. If Britain won back the share of the market lost since 1965, it would mean both a tolerable level of employment in the UK and would give a boost to Britain's balance of payments for many years to come.

It ought to be possible to increase Britain's share of the West German market, which currently stands at just below 4 per cent, to a more realistic figure of 8 per cent in five years, he suggested.

He praised the achievements of the UK knitwear and hosiery industry, which is largely concentrated in the east midlands, for a significant increase in sales to Western Europe and added that all sections of the industry had played their part in achieving record overseas sales of over £200 million in 1976 – an increase of 50 per cent over 1975 – with the greater part of this total contributed by firms in the east midlands.

Sir Derek Ezra is chairman of the British Overseas Trade Board's European trade committee, which provides a practical bridge for the two-way flow of ideas between industry and government on trade with Western Europe and the Nottingham export conference is the fourteenth in a series of export conferences being held by the board throughout the UK.

EEC energy conservation R and D

Proposals for shared-cost contracts in the final stage of its current research programme on energy conservation are invited by the commission. It will allocate the remaining four million units of account (£1.67 million) of the total budget of 11.38 mua (£4.74 million), for work to be carried out in 1978 and the first half of 1979.

Projects in the following areas will be considered: improvement of insulation in buildings; use of heat pumps; urban transport; recovery of residual heat; recycling of materials; production of energy from waste; assessment of the specific energy consumption of various equipment; processes and techniques; development of methods of accumulating secondary energy.

Preference will be given to proposals in the sectors on heat pumps, recovery of residual heat and accumulating secondary energy. In all sectors technological proposals will take preference. The commission will contribute approximately 50 per cent of the cost of projects accepted.

Proposals, on the commission's for, are required as soon as possible and by 15 June at the latest.

All proposals will be considered as confidential in order to protect the industrial property rights and the commercial interests of proposers.

Further details of the commission's invitation and submission procedures are available from the UK delegates to the commission's advisory committee on programme management: Dr J. Butterworth, Energy Technology Support Unit, AERE, Harwell, Didcot, Oxon, OX11 0RA, tel. 0235 24141 ext. 3261 or Dr A. Catterall, Department of Industry, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 3884 and Mr P. G. O'Neill, Department of the Environment, 2 Marsham Street, London SW1P 3EB, tel. 01-212 8457.

General advice on the commission's energy research and development programme is available from Dr G. Preston, Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211 5461.

The commission's invitation for further energy conservation research and development proposals is contained in the *Official Journal of the European Communities*, Volume 20, No. C 75/2, 26 March 1977.

British bridge bearings for the Netherlands

The Glacier Metal Co Ltd, of Wembley, a member of the Associated Engineering Group, has completed delivery of 44 bridge bearings to the Netherlands for the new 3,280 ft Moerdijk Bridge linking Rotterdam to Amsterdam.

Judith Hart visits Rome

Judith Hart, Minister for Overseas Development, left London on 29 March for a two-day visit to Rome where she addressed the development and co-operation committee of the European parliament in her capacity as president of the EEC council of development ministers.

During her visit Mrs Hart had discussions at the UN food and agriculture organisation headquarters with FAO director general, Edward Saouma and the executive director of the world food council, John A. Hannah. Mrs Hart also met Sgr Radi, the minister in the Italian government's Ministry of Foreign Affairs dealing with development issues.

EEC information

Free service for businessmen !
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is : EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET. 01-215 4301 (six lines)

Overseas trade news

Anti-dumping duty imposed on Spanish steel

With effect from 1 April, Secretary of State for Trade, Edmund Dell has imposed a provisional anti-dumping duty* of £31.50 per tonne on Spanish non-alloy light steel section imports.

A full anti-dumping investigation into these imports was announced on 1 February, but the department approached the Spanish government in an attempt to solve the problem by a voluntary agreement. Talks are continuing but, in the light of the high level of imports in February, the secretary of state decided to impose a provisional charge.

The provisional anti-dumping duty applies to imports of all angles, shapes and sections of iron and steel less than 80mm in cross section originating in Spain. It will be imposed for three months from 1 April while the Department of Trade conducts a full investigation into the allegations of dumping. If they are upheld, the provisional charge will be replaced by a substantive anti-dumping duty. If they are not, the provisional charge will be lifted and the money – deposited with Customs and Excise – returned to the importers.

A provisional charge is not a duty as such, but a security in the form of a cash deposit which will be required from importers or their authorised agents by Customs and Excise for the payment of any definitive anti-dumping duty which may be subsequently imposed. Such a definitive anti-dumping duty may be made retrospective to the date of imposition of the provisional charge but not before, and the rate of any retrospective duty cannot be higher than the provisional charge.

During March, the department announced full anti-dumping investigations into imports from Austria of certain high-speed and tool steel, and into imports from Japan of non-alloy light steel sections and flats. It also extended the provisional charge to duty for another three months on reinforcing bars from South Africa and negotiated a pricing agreement with Spain, also on reinforcing bars.

* Copies of the Order imposing these charges will be available from HMSO, 49 High Holborn, London WC1 or by post from HMSO, PO Box 569, London SE1.

New UK-Japan air services arrangements

Improved arrangements for air services between London, Hong Kong and Japan have been negotiated by the UK and Japan.

The arrangements, which will last for three years from 1 April, include the Polar route, the route across Siberia and the 'Silk Route' through the Middle East, as well as routes between Hong Kong and various points in Japan.

Both countries have agreed that capacity should be closely matched to demand and that the airlines of both sides should have fair shares. The capacity-regulating system to be adopted involves the minimum of government intervention and allows maximum scope for airline flexibility to meet changes in demand.

The new system revises the one which has been tested by the UK and Japan during the past five years and incorporates improvements in the light of experience.

UK-Bulgarian protocol signed

Margaret Terry, Department of Trade, and Mr Bashikarov, Bulgarian Deputy Minister of Foreign Trade, signing the protocol which marked the conclusion of the fifth session of the UK-Bulgarian joint commission held in London from 28 to 30 March.

Boom in pleasure boat exports

British exports of pleasure craft have risen sharply – from £26.7 million in 1975 to £46.9 million in 1976 and this year total overseas sales of well over £50 million are expected. In the first three months of 1977 a record number of 166 firms from the British boat industry took part in seven international exhibitions overseas with the support of the British Overseas Trade Board and in association with the Ship and Boat Builders National Federation.

Ten British firms exhibited at the Tokyo International Boat Show, which closed on 4 April. Although at present Japan is a relatively small market, it is growing, and British manufacturers are keen to increase their share of this growth. This is reflected in the trade mission of representatives from 10 leading British companies which was in Japan during the Tokyo show.

In Europe, British participation in shows substantially increased during the first three months of this year. At the eighth Düsseldorf international boat show there were 37 firms in the 1977 joint venture – seven more than in the 1976 event – while, in Paris, at the sixteenth international boat show, there were 31 firms in BOTB's joint venture – three more than in 1976. France is now Britain's leading market for pleasure boats and between 1975 and 1976 British exports doubled, from £5.2 million to £10.5 million.

At this year's Amsterdam Hiswa sail and power boat show (see page 28) – which ended on 31 March, there were 39 firms in a joint venture compared with 27 in 1976. British exports to the Netherlands have increased from £4.3 million in 1975 to £8.2 million in 1976. Since the early 1970's British pleasure craft have held the largest share of the Netherlands'

continued after supplement

Commercial representation guide April 1977

Before you go abroad . . .

Commercial departments of the British embassies, high commission offices and consulates listed in this guide can be of considerable help to the British business man travelling abroad on export business. They can assist him with introductions, advice on local conditions and help generally in achieving the purpose of his visit. But they are better able to help if told in advance about the visit, its purpose and the nature of any assistance likely to be required of them. Such advance notification to commercial departments is best sent through one of the offices listed below and intending business travellers are advised to contact the nearest of these offices at an early stage in arranging visits abroad. These offices will not only notify the visits to the commercial departments concerned but can also provide travellers with information about overseas markets before departure.
On arrival overseas the business traveller is advised to telephone the commercial department to fix an appointment with the appropriate commercial officer.

'Hints to business men' booklets

These booklets are available for most of the countries listed. British business men who intend visiting any of the countries on export business may obtain copies free of charge from one of the offices listed below or direct from the Department of Trade's Export Services and Promotions Division (01-248 5757 ext. 7146, telex 886143).

Poste restante and telex facilities

Business men visiting overseas markets may, if they wish, have their mail addressed care of the commercial department of the British embassy/high commission/consulate in the country they are visiting. This facility is available during normal business hours only and business men intending to use it are requested to give adequate notice to the overseas commercial department beforehand, or alternatively advise one of the offices listed below. Where public telex facilities are not freely available, commercial departments will, if possible allow visiting business men who wish urgently to get in touch with their firms to use the post's telex facilities on a repayment basis.

Offices providing services for UK exporters

Department of Trade

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU.
Tel. 01-248 5757, telex 886143 DTI EXPORT LDN

Export sections of Department of Industry regional offices

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF.
Tel. 0532 443171, telex 557925 DTI LEEDS

Northern Regional Office
Stanegate House, 2 Groat Market, Newcastle upon Tyne NE1 1YN. Tel. 0632 24722, telex 53178 DTI NTYNE

Cumbria District Office
Town Hall, Cockermouth, Cumbria CA13 9NP.
Tel. 0900 823498, telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA.
Tel. 061-236 2171, telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT. Tel. 021-632 4111, telex 337021 DTI BHAM

East-Midlands Regional Office
Severns House, 20 Middle-Pavement, Nottingham NG1 7DW. Tel. 0602 56181, telex 37143 DTI NOTG

South-Western Regional Office
The Pithay, Bristol BS1 2PB.
Tel. 0272 291071, telex 44214 DTI BRISTOL

Northern Ireland

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX.
Tel. 0232 34488, telex 747025 GOVCOMM BELFAST

Scotland

Export Office for Scotland
Scottish Economic Planning Department
Alhambra House, 45 Waterloo Street, Glasgow G2 6A.
Tel. 041-248 2855, telex 77583 SEPD GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness, IV1 1LU. Tel. 0463 30867

Wales

Welsh Office Industry Department
Government Buildings, Gabalfa, Cardiff CF4 4YL.
Tel. 0222 62131, telex 49267 INDUSTRY CARDIFF

Initial inquiries

Information in this list is for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest government office providing services for UK exporters (see above). A great deal of overseas commercial information is on record and can be supplied immediately.

This guide is prepared for the British Overseas Trade Board by the Department of Trade's Export Services and Promotions Division and published half-yearly by 'Trade and Industry'. Inquiries about the list should be made to Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7113).

British commercial representation overseas

AFGHANISTAN: British Embassy, Karte Parwan, **Kabul.** Tel 30511/3.

ALGERIA: British Embassy, Residence Cassiopee, Batiment B, 7, Chemin des Glycines, **Algiers** (postal address BP43, Alger Gare). Tel 605601/04, telex 52872 a/b PRODROME ALGER.

ARGENTINA: British Embassy, Dr Luis Agote 2412, **Buenos Aires** (postal address Casilla de Correo 2050, Buenos Aires). Tel 80-7071/9, telex 121666 a/b 121666 ARPROBA.

AUSTRALIA: British High Commission, Commonwealth Avenue, **Canberra, ACT.** Tel 730422, telex AA62222 a/b UKREP AA62222.

Sydney: British Consulate-General, Gold Fields House, Sydney Cove, Sydney, Australia 2000, NSW. Tel 27-7521, telex 71 20680 a/b BRITN AA20680.

Melbourne: British Consulate-General, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria, Australia 3000. Tel 602-1877, telex 71 30660 a/b BRITN AA30660.

Brisbane: British Consulate-General, BP House, 193 North Quay, Brisbane, Queensland, Australia 4000. Tel 2214933 (STD area code 07), telex 7140556 a/b BRITN AA40556.

Perth: British Consulate-General, Prudential Building, 95 St George's Terrace, Perth, Western Australia 6000. Tel 21 5611, 21 7891, telex 71 92493 a/b BRITN 71 92493.

Adelaide: British Consulate-General, 8th Floor. 70 Pirie Street, Adelaide, South Australia, 5000, Tel 2234572, telex 82543 a/b BRITN AA 82543.

AUSTRIA: British Embassy, Reisnerstrasse 40, 1030, **Vienna.** Tel 731575/9, telex 13410 and 12810 a/b BRITEM A.

BAHAMAS: British High Commission, Bitco Building, Third Floor, East Street, **Nassau** (postal address PO Box N 7516, Nassau. Tel 57471/4 area code 80932), telex 20112 a/b UKREP, Nassau.

BAHRAIN: British Embassy, PO Box 114, Government Road-North Manama, **Bahrain** Tel 57155, 57158, 57161 and 57164, telex GJ8213 a/b 8213 PRODRO GJ.

BANGLADESH: British High Commission, DIT Building Annexe, Dilkusha Commercial Area (PO Box 90), **Dacca-2.** Tel 243251-3, 244216-7.

BARBADOS: British High Commission, 147/9 Roebuck Street (PO Box 676c), **Bridgetown.** Tel 63525, telex WB219 a/b UKREP, BRI WB 219.

BELGIUM: British Embassy, Britannia House, Rue Joseph II 28, 1040 **Brussels.** Tel 2191165, telex 23462 a/b BRITEM B.

Antwerp: British Consulate-General, Haven-building, Postbus No. 6, Van Schoonbekeplein 6, B-2000 Antwerp. Tel (031) 326940, 328829, 321698. Commercial correspondence should be addressed in the first instance to the Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, or to the British Embassy, Brussels, B-1040.

BERMUDA: British Trade Development Office, 150 East 58th Street, 19/20th Floors, New York 10022. Tel (212) 593-2258, telex 126919 a/b PRODROME NYK).

BOLIVIA: British Embassy, Avenida Arce 2732-2754 (Casilla 694), **La Paz.** Tel 51400 and 29404, telex BX 5228 a/b PRODROME BX 5228.

BOTSWANA: British High Commission, Private Bag 23, **Gaborone.** Tel 2483/5, telex JX 7870 a/b HIGHCOM J7870.

BRAZIL: British Embassy, Avenida das Nacoes, Lote 8 (Caixa Postal 07-0586), **Brasilia DF.** Tel Brasilia 25-2710, 25-2625, 25-2985, 25-2745, telex (061) 1360 a/b 61136 OEING BR.

Rio de Janeiro: British Consulate-General, Praia do Flamengo 284-2° andar Rio de Janeiro GB (Caixa Postal 669-ZC-00). Tel 225-7252, telex 2121577 a/b 2121577 EING BR.

Sao Paulo: British Consulate-General, Avenida Paulista 1938 – 17° andar. (Caixa Postal 846) Sao Paulo, SP. Tel 287-7722, telex 11-21384 a/b 1121384 BRIT.

Commercial representation guide

BRUNEI: British High Commission, Room 45, 5th Floor, Hong Kong Bank Chambers, Jalan Chevalier, **Bandar Seri Begawan**, Brunei. Tel 22231 and 23121, telex BRU 211 a/b UKREP, BU 211.

BULGARIA: British Embassy, Boulevard Marshal Tolbukhin 65-67, **Sofia.** Tel 885361/2, telex 22363 a/b PRODROME SOFIA.

BURMA: British Embassy, 80 Strand Road (PO Box 638), **Rangoon.** Tel 15700.

CAMEROON: British Consulate, Rue Alfred Saker (postal address: BP 1016, **Douala,** Cameroon). Tel 42 21 77 and 42 22 45, telex 5353 a/b BRITAIN 5353 KN.

CANADA: British High Commission, 80 Elgin Street, **Ottawa K1P 5K7,** Ontario. Tel 237-1530, telex 0533318 a/b UKREP OTT.

Montreal: British Consulate General, 635 Dorchester Boulevard West, Montreal H3B 1R6. Tel 866-5863, telex 055-61224 a/b BRITAIN, MTL.

Toronto: British Consulate General, 8th Floor, 200 University Avenue, Toronto, Ontario M5H 3E3. Tel 864-1290, telex 065-24486 a/b BRITAIN, TOR.

Vancouver: British Consulate General, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver BC, V6B 1P6, British Columbia. Tel 683-4421, telex 04-51287 a/b BRITAIN, VCR.

Halifax: British Consulate, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. Tel 422-7488, telex 019-21634 a/b BRITAIN, HFX.

Edmonton: British Consulate-General, Suite 1404, Three McCauley Plaza, 10025 Jasper Avenue, Edmonton, Alberta T5J 1S6. Tel 424-0481, telex 037-2421 a/b BRITAIN, EDM.

Winnipeg: British Government Trade Office, York Centre, Suite 245-175, Hargrave Street, Winnipeg, Manitoba R3C 3R8. Tel 942-3151, telex 075-7814 a/b BRITAIN, WPG.

CHILE: British Embassy, La Concepcion 177 Casilla 72-D, **Santiago.** Tel 239166, telex 40844 a/b 40844 PROST CL.

CHINA: British Embassy, 11 Kuang Hua Lu, Chien Kou Men Wai, **Peking.** Tel 521961/4.

COLOMBIA: British Embassy, Calle 38, 13-35 Pisos 9-11, **Bogota.** (*Airmail address:* Apartado Aereo 4508, Bogota.) Tel 698100, telex 44503 a/b BRIT CO.

COSTA RICA: British Embassy, Paseo Colon, 3202, Apartado 10056, **San Jose.** Tel 21-56-88, telex 2169 a/b 2169 PRODROM.

CUBA: British Embassy, Edificio Bolivar, Capdevila, 101-103, e Morro y Prado, **Havana.** Tel 61-5681 (postal address: c/o Apartado 528, Administracion de Correos No 1 Mexico 1, DF Mexico.)

CYPRUS: British High Commission, PO Box 1978, Alexander Pallis Street, **Nicosia.** Tel 73131/5, telex 2208 a/b UKREPNIC.

CZECHOSLOVAKIA: British Embassy, Thunovska ulice 14, Mala Strana 118 00 **Prague 1.** Tel 533347/9, 533340 and 533370, telex 121011 a/b 121011 PRDM C.

DENMARK: British Embassy, 36-40 Kastelsvej, DK-2100 **Copenhagen O.** Tel (01) 14 46 00, telex 19908 a/b 19908 BRIEMB DK.

There is also an honorary consul in the **Faroe Islands** *at Thorshavn who sees British business visitors:*
British Consulate, Yviri vid Strand 17 (PO Box 49) DK—3800, **Thorshavn**, Faroe Islands. Tel Bryggjan 13510, telex 81258 a/b MARRCO FA.

DOMINICAN REPUBLIC: British Embassy, Avenida Independencia 506, **Santo Domingo.** Tel 682-3128/9, telex 3460075 a/b PRODROME 3460075.

ECUADOR: British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, **Quito** (postal address: Casilla 314, Quito). Tel 230070/3, telex 022138 a/b 022138 PRODQT ED.

EGYPT, ARAB REPUBLIC OF: British Embassy, Kasr El Doubara, Garden City, **Cairo.** Tel 20850.

EL SALVADOR: British Embassy, 11a Avenida Norte (Continuacion), No. 611, Colonia Duenas, **San Salvador.** Postal address Embajada Britanica, Apartado (cc) 2350, San Salvador, El Salvador, Central America). Tel 219106. 220590, 223945, telex 20133 a/b PRODSALV.

ETHIOPIA: British Embassy, Papassinos Building, Ras Desta Damtew Avenue, PO Box 858, **Addis Ababa.** Tel 151166 and 151252/3.

Asmara: British Consulate, Gellatly Hankey Building, Av. Haile Selassie I, PO Box 254, Asmara. Tel 110131.

FIJI: British High Commission, Civic Centre, Stinson Parade (PO Box 1355), **Suva** (UKREP SUVA). Tel 311033, telex FJ 2129 a/b UKREP FJ 2129.

FINLAND: British Embassy, Uudenmaankatu 16-20, **Helsinki 12.** Tel 12574, telex 121122 a/b UKHKI SF.

FRANCE: British Embassy, 35 Rue du Faubourg St Honore, **75008 Paris.** Tel 266-91-42, telex 650264 a/b INFORM PARIS.

Bordeaux: British Consulate-General, 15 Cours de Verdun, 33081 Bordeaux Cedex. Tel 52-28-35/6, telex 570440 a/b BRITAIN BORDX.

Lille: British Consulate-General, 11-13-15 Square Dutilleul (Sac Postal 3477), 59019 Lille Cedex. Tel 573549 and 570177, telex 820669 a/b 820669 BRITAIN LILLE.

Lyons: British Consulate-General, 24 Rue Childebert, 69 288 Lyon Cedex 1, Rhone. Tel 375967/8, telex 8022-330254 a/b BRITAIN LYON.

Marseilles: British Consulate-General, 24 Avenue du Prado, 13006 Marseilles 6e (Bouches du Rhonee). Tel (91) 534332, telex 420307 a/b BRITAIN MARSL.

Strasbourg: British Consulate-General, 10 Rue du General de Castelnau, 67007 Strasbourg Cedex. Tel 88-366491, telex 870995 a/b BRISTRA STRBG.

GAMBIA, THE: British High Commission, 78 Wellington Street, PO Box 507, **Banjul.** Tel 244/6, telex GV 211 a/b UKREP GV211.

GERMANY, DEMOCRATIC REPUBLIC: British Embassy, **Berlin** c/o BFPO 45. Tel 2202431, telex 113171 and 113172 a/b GBBER DD.

GERMANY, FEDERAL REPUBLIC: British Embassy, 53 **Bonn,** Friedrich-Ebert Allee 77. Tel 234061, telex 886887, 8869561 and 8869562 a/b BRI D.

Berlin: British Consulate-General, 1000 Berlin 12, Uhlandstrasse 7-8. Tel 3095295, telex 184268 a/b UKBLN D.

Dusseldorf: British Consulate-General, 4 Dusseldorf, Nordsternhaus, Georg-Glock-Strasse 14. Tel 434281-5, telex 8584855 a/b 8584855 COM D.

Frankfurt: British Consulate-General, 6 Frankfurt, Bockenheimer Landstrasse 51-53. Tel 720406, telex 414932 a/b UKFFT D.

Hamburg: British Consulate-General, 2000 Hamburg 13, Harvestehuderweg 8a. Tel 446071/5, telex 213562 a/b BRHBG.

Hanover: British Consulate-General, 3000 Hanover, Uhlemeyer Strasse 9 and 11. Tel 327641/5, telex 923263 a/b BCGHN D.

Munich: British Consulate-General, 8 Munich 40, Amlienstrasse 62. Tel 394015/9, telex 529959 a/b UKMUN D.

Stuttgart: British Consulate-General, 7 Stuttgart, Kriegsbergstrasse 28. Tel 293216/8, telex 722397 a/b 722397 UKST D.

GHANA: British High Commission, Barclays Bank Building, High Street (PO Box 296), **Accra.** Tel 64123 and 64134. The PO Box number must be used for all correspondence.

GREECE: British Embassy, 1, Ploutarchou Street, **Athens** 139. Tel 736211 (10 lines), telex 216440 a/b 216440 LION GR.

GUATEMALA: British Consulate, Edificio Maya, Via 5, No. 4-50, 8° Piso, Zona 4, **Guatemala City.** Tel 61329 and 64375, telex 5279 a/b 5279 BRITON GU.

GUYANA: British High Commission, 44 Main Street, (PO Box 625), **Georgetown.** Tel 65881/4, telex GY221 a/b 221 UKREP GY.

HAITI: British Consulate, 21 Avenue Marie-Jeanne, Cite de l'Exposition, (PO Box 1302), **Port-au-Prince.** Tel 21227 and 22225, telex RCA 329118 and ITT3490013.

HONDURAS: British Embassy, Paseo Colon 3202, Apartado 10056, **San Jose,** Costa Rica. Tel 215688, telex CR2169 a/b 2169 PRODROME.

HONG KONG: British Trade Commissioner, PO Box 528, 9th Floor, Gammon House, 12 Harcourt Road, **Hong Kong.** ('Uktrade, Hong Kong.') Tel 5-229541, telex HX73031 a/b UKTRA HX.

HUNGARY: British Embassy, Harmincad Utca 6, **Budapest V.** Tel 182-888, telex 224527 a/b 224527 BRIT H.

ICELAND: British Embassy, Laufasvegur 49, **Reykjavik.** Tel 15883/4, telex 2037 a/b 2037 UKREYK IS.

INDIA: British High Commission in India, Chanakyapuri, **New Delhi,** 110021. Tel 690371, telex 2135 a/b ND 2135.

Calcutta: British Deputy High Commission, 1 Ho Chi Minh Sarani, PO Box 9073, Calcutta, 700016. Tel 44-5171.

Bombay: British Deputy High Commission, PO Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Bombay, 400001. Tel 274874, telex 011-2850 a/b 011-2850 UKREP BY.

Madras: British Deputy High Commission, PO Box 3710, 150A Anna Salai, Madras, 600002. Tel 83136.

INDONESIA
British Embassy, Jalan Thamrim 75, **Jakarta.** Tel 41091/8, telex 46166 a/b 46166 PRODROME IA.

IRAN: British Embassy, Avenue Ferdowsi, (PO Box No. 1513), **Tehran.** Tel 645011/14 and 646017, telex 212493 a/b 212493 PROD IR.

IRAQ: British Embassy, Commercial Section, Shaheen Building, Saadoon Street, **Baghdad.** Tel 99001/3.

IRISH REPUBLIC: British Embassy, 33 Merrion Road, **Dublin,** 4. Tel 695211, telex 5296 a/b 5296 UKDB EI.

ISRAEL: British Embassy, 192 Rehov Hayarkon Street, **Tel Aviv** 63405. Tel 249171-5, telex 33559 a/b PRODR IL.

ITALY: British Embassy, Via XX Settembre 80A, I 00187 **Rome.** Tel 4755551-5, Telex 8023-61049 a/b 61049 PRODROME.

Milan: British Consulate-General, Via San Paolo 7, I-20121 Milan. Tel 803442-6, Telex 8023-31528 a/b 31528 BRITAIN.
Milan is the main commercial post and central point for British trade promotion work in Italy.

Florence: British Consulate, Palazzo Castelbarco Lungarno Corsini 2, I 50123 Florence. Tel 263556, telex 57270 a/b 57270 BRITAIN.

Genoa: British Consulate-General, Via XII Ottobre 2, I 16121 Genoa. Tel 564833, telex 27689 a/b 27689 BRITAIN.

Naples and Bari: British Consulate-General, Via Francesco Crispi 122, 80122 Naples. Tel 209227, 663320 and 682482, telex 71330 a/b 71330 BRITAIN.

Palermo: British Consulate, Palazzo Vassallo, Via Marchese di Villabianca 9, I 90143 Palermo. Tel 253364-6, telex 91111 a/b 91111 BRITAIN.

Turin: British Consulate, Corso Vittorio Emanuele 1 (Angolo Corso Massimo d'Azeglio), I 10125 Turin. Tel 657676/7, telex 8023-23464 a/b 23464 BRITAIN.

Venice: British Consulate: Postal address – PO Box 679, 30100 Venice; callers – Accademia Dorsoduro 1051 30123 Venice. Tel 27408, telex 41283 a/b 41283 BRITAIN.

IVORY COAST: British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, **Abidjan.** (Postal address: Boite Postale 2581, Abidjan.) Tel 226615, 322776 and 324980, telex 706 a/b PRODROME ABIDJAN.

JAMAICA: British High Commission, PO Box 338, Trafalgar Road, **Kingston** 10, Jamaica (Britcom, Kingston). Tel 926-9050, telex 291 2110 a/b UKREP, KIN JA.

JAPAN: British Embassy, 1 Ichibancho, Chiyoda-ku, **Tokyo** 102. Tel (03) 265-5511, telex J.22755 a/b PRODROME.

Osaka: British Consulate-General, Hong-kong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, Osaka 541. Tel (06) 231-3355/7, telex 522 5167 a/b BRIOSA.

JORDAN: British Embassy, King Hussein Street, PO Box 6062, **Amman.** Tel 37374-5.

KENYA: British High Commission. PO Box 30133, 13th Floor, Bruce House, Standard Street, **Nairobi.** Tel 335944, telex 22219 a/b UKREP, NRB.

KOREA, REPUBLIC OF: British Embassy, **Seoul** British Embassy, Seoul BFPO3 via BFPO1 Forces Airmail. Tel 75-7341/3, telex K27320 a/b PRODROM K27320.

KUWAIT: British Embassy, 6 Kuwait Investment Company Building (PO Box 300 SaFat), **Kuwait.** Tel 439221/2.

LAOS: British Embassy, Rue J. Nehru, PO Box 224, **Vientiane.** Tel 2333 and 2374.

LEBANON: British Embassy, Avenue de Paris Ras Beirut, **Beirut.** Tel 362500/1, 362564, 362618, 363286, 364158, 365483, telex 20465 a/b PRODROM.

LESOTHO: British High Commission, PO Box 521, **Maseru.** Tel 3961, telex Lesotho 343 a/b 343BB.

LIBERIA: British Embassy, PO Box 120, Mamba Point, **Monrovia.** Tel 21055, 21107, 21491, telex 4287 a/b PRODROM LIB.

LIBYAN ARAB REPUBLIC: British Embassy, 30 Sharia Gamal Abdul Nasser, **Tripoli.** Tel 31191/5, telex 20296 a/b 20296 BRITEMB-LY.

LEICHTENSTEIN: Directorate of British Export, British Consulate-General, Dufeurstrasse 56, 8008 **Zurich.** Tel 01 47 1520 (16 lines), telex 8064-54260 a/b 54260 UKZUR CH.

LUXEMBOURG: British Embassy, 28 Boulevard Royal, **Luxembourg.** Tel 29864/5, telex 3443 a/b 3443 PRODRO LU.

MADAGASCAR, DEMOCRATIC REPUBLIC OF: British Consulate, 5 Rue Robert Ducrocq, BP 167, Antananarivo, **Madagascar.** Tel 251-51, telex 22334 a/b Landis Tana.

MALAWI: British High Commission, Blantyre Office, Victoria Avenue, PO Box 479, **Blantyre.** Tel 33022.

MALAYSIA: British High Commission (PO Box 1030), 13th Floor, Wisma Damansara, Jalan Semantan, **Kuala Lumpur.** Tel 741533, telex MA 30245 a/b UKREP MA30245.

MALTA: British High Commission, 7 St Anne Street, **Floriana.** Tel Central 21285/6/7, telex 249 UKREP MW.

MAURITIUS: British High Commission, PO Box 586, Cerne House, Chaussee, **Port Louis.** Tel 20201, telex IW 266 a/b UKREP IW 266.

MEXICO: British Embassy, Lerma 71, Cuauhtemoc, PO Box 96 Bis., **Mexico** 5 DF. Tel 5114880/5 and 5143327, telex 1771185 a/b 1771185 UKEMMX, 1773093 a/b 1773093 UKEMMX.

MONGOLIA: British Embassy, 30 Enkh Taivny Gudamzh (PO Box 703), **Ulan Bator,** The People's Republic of Mongolia. Tel 51033.

MOROCCO: British Consulate-General, 60 Boulevard d'Anfa (Boite Postale 762), **Casablanca.** Tel 61440/1, telex 22781 M a/b BRITAIN 22781 M.

MOZAMBIQUE: British Embassy, Av Vladimir I Lenine 310, Calxa Postal 55, **Maputo.** Tel 26011/12, telex 6–265 a/b PROMA MO.

NEPAL: British Embassy, Lain Chaur (PO Box 106), **Kathmandu.** Tel 11081, 11588/9.

NETHERLANDS: British Embassy, Lange Voorhout 10, **The Hague.** Tel 645800, telex 31600 a/b 31600 BEMB NL.

Amsterdam: British Consulate-General, Johannes Vermeerstraat 7, Amsterdam. Tel 736128 (4 lines); Commercial Section, 739143 (4 lines), telex 15117 a/b 15117 UKAMS NL.

NEW ZEALAND: British High Commission, Reserve Bank of New Zealand Building, 9th Floor, 2 The Terrace, **Wellington 1** (postal address PO Box 369). Tel 726-049, telex NZ 3325 a/b NZ 3325.

Auckland: British Consulate-General, 9th Floor, Norwich Union Building, Queen Street, Auckland, 1 (mailing address Private bag, Auckland, 1). Tel 32-973, telex 2412 a/b BRIT N NZ 2412.

Christchurch: British Commercial Representative, PO Box 1762, Christchurch.

NICARAGUA: British Embassy, Paseo Colon 3202 Apartado, 10056, **San Jose,** Costa Rica. Tel 215688, telex CR2169 a/b 2169 PRODROME.

NIGERIA: British High Commission Eleke Crescent, Victoria Island, **Lagos** (postal address: Private Mail Bag 12136, Lagos, Nigeria). Tel 51630, Counsellor 21202 or First Secretary 21409, telex 21247 a/b 21247 UKREP, NG.

Ibadan: Office of the British Deputy High Commissioner, Finance Corporation Building, Lebabon Street, Ibadan. Tel 21551, telex 31102 a/b BHC IBN (NG) (postal address: Private Mail Bag 5010, Ibadan.

Kaduna: Office of the British Deputy High Commissioner, United Bank for Africa Building, Hospital Road, Kaduna. Tel 22573/5, telex 71104 a/b 71104 BHCKAD NG (postal address: Private mail bag 2096, Kaduna).

NORWAY: British Embassy, Thomas Heftyesgate 8, **Oslo, 2.** Tel 563890/7, telex 11575 a/b 11575 UKOSL N.

Bergen: Consul, British Consulate, Slottsgaten 1, 5015 Bergen. Tel 210990 and 217033, telex 42660 a/b 42660 UK BGN N.

OKINAWA PREFECTURE: British Consulate-General, Hong Kong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, **Osaka** 541. Tel 231-3355/7.

OMAN: British Embassy, **Muscat** (postal address PO Box 300, Muscat). Tel 722411, telex Muscat 3216 a/b PRODROME 3216.

PAKISTAN: British Embassy, Diplomatic Enclave, Ramna 5 (PO Box 1122), **Islamabad** (British Islamabad. Tel 22131/5.

Karachi: British Consulate-General, York Place, Runnymede Lane, Port Trust Estate, Clifton, Karachi-6 (Britain Karachi. Tel 53 20 41/46.
Commercial matters concerning the northern areas, including the provinces of Punjab and North West Frontier, are dealt with by the Embassy, and for Sind and Baluchistan provinces by the Consulate at Karachi.

PANAMA: British Embassy, Via Espana 120, **Panama City** (postal address: Panama City c/o British Consulate Box B, Balboa Post Office, Canal Zone, Panama). Tel Panama City 23-0451, telex 3481020 a/b PROPANA.

PAPUA NEW GUINEA: British High Commission, United Church Building (3rd floor), Douglas Street, **Port Moresby** (postal address PO Box 739, Port Moresby). Tel 243331/3, telex NE 22142 a/b UKREP 22142.

PARAGUAY: British Embassy, 25 de Mayo 171, **Asuncion** (postal address Casilla de Correo 404, Asuncion). Tel 49146 and 44472, telex 138 a/b PRODROME 139 PY.

PERU: British Embassy, Edificio Washington, Plaza Washington, Avenida Arequipa (sextra cuadra), **Lima** (postal address PO Box 854, Lima). Tel 283830, telex 25230 a/b 25230 PU PRODROME.

PHILIPPINES: British Embassy, 6th floor Electra House, 115-117 Esteban Street, Legaspi Village, Makati, Rizal, (postal address PO Box 295, Manila). Tel 8910-51/8, telex 3282 a/b 3282 PRODROME PN.

POLAND: British Embassy, Aleja Roz 1, **Warsaw.** Tel 281001-5, telex 813694 a/b 813694 PROD PL.

PORTUGAL: British Embassy, Rua de S. Domingos a Lapa 35-39, **Lisbon 3.** Tel 661191/5, telex 12278 a/b 12278 PROLIS P.

QATAR: British Embassy, PO Box 3, **Doha.** Tel 321991/4, telex DH4205 a/b 4205 PRODRO DH.

ROMANIA: British Embassy, 24, Strada Jules Michelet **Bucharest.** Tel 111635/6, telex 011-295 a/b 11295 PRODM R.

SAUDI ARABIA: British Embassy, Commercial Section, Dutch Bank Building, 4th Floor (PO Box 393), **Jedda.** Tel 27306 and 27122, telex 40043 a/b 40043 PRODROM SJ.

SENEGAL: British Embassy, 20 Rue du Docteur Guillet (BP 6025), **Dakar.** Tel 22383, telex 548 a/b PRODROM, SG.

SEYCHELLES: British High Commission, Victoria House, Victoria. Tel 2000/9, telex 269 a/b UKREP SZ.

SIERRA LEONE: British Trade and Information Centre, 4th Floor, Leone House, Siaka Stevens Street, **Freetown.** Tel 24096, telex 3235 a/b 3235 UKREP SL.

SINGAPORE: British High Commission, Tanglin Circus, **Singapore 10** (postal address Tanglin PO Box 19). Tel 639333, telex RS 21218 a/b UKREP SP RS 21218.

SOMALI DEMOCRATIC REPUBLIC: British Embassy, Waddada Xasan Geeddi Abtoow 7/8, PO Box 1036, **Mogadishu.** Tel 22883472, telex Mogadishu 617 a/b PRODROME MOG SM.

SOUTH AFRICA, REPUBLIC OF: British Embassy, 6 Hill Street, Arcadia, **Pretoria** 0002. Tel 74-3121, telex 3641 a/b 3641 SA.

Johannesburg: British Consulate-General, 5th Floor, Nedbank Mall, 145/7 Commissioner Street, Johannesburg 2000 or PO Box 10101, Tel 218161, telex 8-7115 a/b 8-7115JH.
Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.

Cape Town: British Consulate-General, 11th Floor, African Eagle Centre, 2 St Georges Street, PO Box 1346, Cape Town 8000. Tel 41-1466/8, telex 5-7447CT a/b 5-7447CT.

Durban: British Consulate General, 7th Floor, Barclays Bank Building, Field Street, Durban 4001. Tel 313131 (five lines), telex 6-2428 a/b 6-2428 SA.

SPAIN: British Embassy, Calle de Fernando el Santo 16, **Madrid 4.** Tel 419-0200/12, telex 27656 a/b 27656 INGLAE.

Barcelona: British Consulate-General, Edificio Torre de Barcelona, Avenida Generalisimo Franco 477 (13 Floor), Apartado de Correos 12111, Barcelona 11. Tel 239 0804, 239 1300, telex 52799 a/b 52799 BRBAR E.

Bilbao: British Consulate-General, Alameda Urquijo 2-8, Bilbao 8. Tel 4157600, 4157711, 4157722, telex 32446 a/b 32446 BRBIL.

Seville: British Embassy, Calle de Fernando el Santo 16, **Madrid 4.** Tel 419-0200/12, telex 27656 a/b 27656 INGLAE.

Valencia: British Embassy, Calle de Fernando el Santo 16, **Madrid 4.** Spain. Tel 419-0200/11, telex 27656 a/b 27656 INGLAE.

Vigo: British Vice-Consulate, Plaza de Compostela No. 23 (6°), (Apartado 49), Vigo. Tel. 211450.

Palma de Mallorca: British Consulate, 23-1° Jaime III, Palma de Mallorca. Tel 212085, 212445.

Las Palmas: British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones, 33 (PO Box 2020), Las Palmas, Gran Canaria, Canary Islands. Tel 262508, telex 95276 a/b 95276 BRTLP(E).

SRI LANKA: British High Commission, Galle Road, Kollupitiya, **Colombo 3** (postal address PO Box 1433, Colombo). Tel 27611/15, telex 1101 a/b UKREP, COLOMBO.

SUDAN: British Embassy, PO Box 801, New Aboulela Building, Barlaman Avenue, **Khartoum.** Tel 70760, 70766-9.

SURINAM: British High Commission, 44 Main Street, PO Box 625, **Georgetown,** Guyana. Tel 65881/2/3/4.
There is an honorary consul at the British Consulate at Paramaribo who sees business visitors. His address is: Van't HogerHuystraat (PO Box 1300), **Paramaribo.** Tel 72557.

SWAZILAND: British High Commission, Alister Miller Street **Mbabane** (postal address British High Commission, Private bag, Mbabane). Tel 2581, telex 2079 a/b 2079 WD.

SWEDEN: British Embassy, Skarpogatan 6-8, S-115 27 **Stockholm.** Tel 670140, telex 19340 a/b BRITEMB S.

Gothenburg: British Consulate-General, Götgatan 15, S-411 05 Gothenburg. Tel 136277, telex 20041 a/b BRITAIN S.

Malmo: British Consulate, Lilla Nygatan 11, S-211 38 Malmo. Tel 126625.

SWITZERLAND
Zurich: British Consulate-General, Dufourstrasse 56, 8008 Zurich. Tel (01) 47 15 20/6, telex 54260 a/b 54260 UKZUR CH.
Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.

Berne: British Embassy, Thunstrasse 50, 3005 Berne. Tel (031) 445021/8, telex 32687 a/b 32687 UKBNE CH.

Basle: British Consulate, PO Box No. 851, Rittergasse 35, 4001 Basle. Tel (061) 235843, telex 62959 a/b UKBAL CH.

Geneva: British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1211 Geneva 20. Tel (022) 343800, 332385, telex 22956 a/b 22956A (or B) UKGV CH.

SYRIA: British Embassy, 11 Kotob Building, Mohammad Kurd Ali Street, Malki Avenue (PO Box 37), **Damascus.** Tel 332561-3, telex 11049 a/b 11049 BRITEM SY.

TAHITI: British Embassy, 35 Rue du Faubourg St Honore, 75008 **Paris.** Tel 266-91-42, telex 650264 a/b INFORM PARIS.

TANZANIA: British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, PO Box 9112, **Dar es Salaam.** Tel 29601, telex 41004 a/b 41004 UKREP.

THAILAND: British Embassy, Ploenchit Road, **Bangkok.** Tel 2527161 (Monday to Friday 0800-1630), 2527160 all other times.

TONGA: British High Commission, **Nuku'alofa.**

TRINIDAD AND TOBAGO: British High Commission, Furness House, 90 Independence Square, PO Box 778, **Port of Spain,** Trinidad. Tel 52861/6, telex WG 224 a/b UKREP 224.

TUNISIA: British Embassy, 5 Place de la Victoire, **Tunis.** Tel 245100, 245324, 245649, 244805, telex TUNIS 12007 a/b PRDROM 12007 TN.

TURKEY: British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, **Ankara.** Tel 274310/5, telex 42320 a/b PROD TR.

Telegraphic address

Unless otherwise stated, the telegraphic addresses to be used are:

Embassies: 'Prodrome' followed by the town name.

Consular offices: 'Britain' followed by the town name.

High commission offices: 'Ukrep' followed by the town name.

But note . . .

Auckland, New Zealand: Britauck.

Bermuda: Britradev, New York.

Canada: consular offices – 'Britcon' followed by the town name, except Winnipeg which is 'Britrad' Winnipeg.

Commercial representation guide

Istanbul: British Consulate-General, Tepebasi, Beyoglu, Istanbul. Tel 447540, telex 22298 a/b **BRIT TR.**

UNITED ARAB EMIRATES

Abu Dhabi: British Embassy, Commercial Secretariat, First Floor, Shaikh Ahmad bin Hamid Building, Shaikh Hamdan Street, Abu Dhabi (postal address PO Box 248, Abu Dhabi). Tel 43033/4/5, telex AH2234 a/b PRODROME AH 2234.

Dubai: British Embassy, Tariq Ibn Zayed Street (PO Box 65), Dubai. Tel 31070, 31893 and 31993, telex DB 5426 a/b 5426 BRITEM DB.

UNITED STATES

Washington: British Embassy, 3100 Massachusetts Avenue, N.W., Washington D.C. 20008. Tel HO21340 or 4621340 (area code 202), telex 892370 a/b PRODROME WSH.

New York: British Trade Development Office, 150 East 58th Street (19th and 20th floors), New York, N.Y. 10022. Tel 593-2258, area code 212, telex 126919 a/b PRODROME NYK.
New York is the senior commercial post and the central point for British trade promotion work in the USA. Export Credits Guarantee Department's representative in N. America is at the same address.

Atlanta: British Consulate-General, Suite 912, 225 Peachtree Street, N.E., Atlanta, Georgia 30303. Tel 524-5856/8, area code 404, telex 542517 a/b BRITAIN ATL.

Boston: British Consulate-General, Suite 4740, Prudential Tower, Prudential Centre, Boston, Massachusetts 02199. Tel 261-3060, area code 617, telex 940994 a/b BRITAIN BSN.

Chicago: British Consulate-General, 33 N. Dearborn Street, Chicago, Ill. 60602.I Tel 346-1810/17, area code 312, telex 254432 a/b BRITAIN CGO.

Cleveland: British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. Tel 621-7674, area code 216, telex 980126 a/b BRITAIN CLV.

Dallas: British Consulate, 813 Stemmons Tower West, 2730 Stemmons Freeway, Dallas, Texas 75207. Tel 637-3600, area code 214, telex 730382 a/b BRITAIN DAL.

Detroit: British Consulate-General, 2200 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. Tel 962-4776, area code 313, telex 230158 a/b BRITAIN DET.

Houston: British Consulate-General, Suite 2250, 601 Jefferson, Houston, Texas 77002. Tel 659-6270, area code 713, telex 762-307 a/b BRITAIN HOU.

Los Angeles: British Consulate-General, 3701, Wilshire Boulevard, Los Angeles, California 90010. Tel 385-7381, area code 213, telex 677421 a/b BRITAIN LSA.

Philadelphia: British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. Tel Walnut 52430/2, area code 215, telex 834636 a/b BRITAIN PhA.

San Juan: British Consulate, Room 1014, Banco Popular Center, Hato Rey, Puerto Rico. (postal address GPO Box 2157, San Juan, Puerto Rico 00936). Tel 767-4435 (area code 809), telex 365270 a/b 365270 BRITAIN.

St Louis: British Consulate-General, 7th Floor, Gateway Tower, 1 Memorial Drive, St Louis, Missouri 63102. Tel Main 14688, area code 314, telex 447190 a/b BRITAIN STL.

San Francisco: British Consulate-General, 9th Floor, Equitable Life Buildings, 120 Montgomery Street, San Francisco, California 94104. Tel 981-3030, area code 415, telex 340628 a/b BRITAIN SFO.

Seattle: British Consulate-General, 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. Tel 622-9253, area code 206, telex 329602 a/b BRITAIN SEA.

Baltimore: All inquiries to British Embassy, Washington.

Norfolk: British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia 23510. Tel 627-1934, Area code 804.

URUGUAY: British Embassy, Calle Marco Bruto 1073, **Montevideo.** Tel 791033, 791133, 799173, telex 439 a/b PRODROME UY.

USSR: British Embassy, Kutuzovsky Prospekt 7/4, **Moscow** G248. Tel 241-1033/4, telex 7341 a/b PRODROME SU.

VENEZUELA: British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Commercial Tamanaco, Chuao, **Caracas** (postal address: Apartado 1246, Caracas). Tel 926542, telex 23468 a/b 23468 PROCARAC.

VIETNAM: British Embassy, 16 Pho Ly Thuong Kiet, Hanoi. Tel 2349 and 2510.

YEMEN ARAB REPUBLIC: British Embassy, 13 Al Qasr al Jumhuri (PO Box 1287), **Sana'a.** Tel 2684 and 5714.

YEMEN, PEOPLE'S DEMOCRATIC REPUBLIC OF: British Embassy, 28 Ho Chi Minh Street, Khormaksar, **Aden.** Tel 24171-6.

YUGOSLAVIA: British Embassy, Ulica Generala Zdanova 46, 11000 **Belgrade.** Tel 645055, telex 11468 a/b 11468 YU PROBEL.

Zagreb: British Consulate-General, Ilica 12 (PO Box 454), 41001 Zagreb. Tel 447533, telex 21309 a/b 21309 YU BR ZAG.

ZAIRE REPUBLIC: British Embassy, 9 Avenue de l'Equateur, 5th Floor, Barclays Bank Building (B.P. 8049), **Kinshasa.** Tel 23483/6 and 22666.

ZAMBIA: British High Commission, Independence Avenue, PO Box RW50, **Lusaka.** Tel 51122, telex 4115 a/b UKREP ZA 4115.

British trade correspondents

Trade correspondents generally give part-time service to the Departments of Trade and Industry. Often they are civil servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British trade correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr M. A. Isaacson, PO Box 29, **Windhoek,** South West Africa. Tel 7983.

BELIZE: Mr Gordon Roe, 6 Fort Street, PO Box 438, **Belize City.** Tel 2383.

FALKLAND ISLANDS: The Chief Secretary, **Stanley.**

GIBRALTAR: The Financial and Development Secretary, Government Secretariat, **Gibraltar.** Tel 70071, ext 51, telex GK 223 a/b SECRETARIAT GIBRALTAR.

GILBERT ISLANDS: The Chief Customs Officer, PO Box 503, Betio, **Tarawa,** Gilbert Islands.

NEW HEBRIDES: Secretary for Financial Affairs, British Residency, **Vila.**

SANTA CRUZ: Edificio SAC1 2 do Piso, Calle Rene Moreno Esq Pari. Tel 29154.

ST HELENA: The Colonial Treasurer, The Castle, Island of St Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE: British Trade Correspondent, Governor's Office, **Honiara,** Solomon Islands.

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Banda Seri Begawan, Brunei
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Tripoli, Libya
Tunis, Tunisia
Turin, Italy

Ulan Bator, Mongolia

Vaduz, Liechtenstein
Vancouver, Canada
Venice, Italy
Victoria, Seychelles
Vienna, Austria
Vientiane, Laos
Vigo, Spain

Warsaw, Poland
Washington, United States
Wellington, New Zealand
Winnipeg, Canada

Zagreb, Yugoslavia
Zurich, Switzerland

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market for imported boats.

In February, at the two annual Swedish shows, in Gothenburg and Stockholm, the British joint ventures included more firms than in 1976 – and again there were more exhibitors from Britain than from any other foreign country. British pleasure boats are now making a considerable impact on this market and between 1975 and 1976 British exports of pleasure craft to Scandinavia more than doubled from £2.7 million to £7.1 million.

Britain was also the largest foreign participant at the Miami international boat show in February, with a joint-venture group of 17 companies exhibiting mainly accessories and sail boats.

BOTB support for British exhibits overseas

Over 1,500 British firms exhibiting at 85 overseas trade fairs in 24 countries from April to June will be supported by the British Overseas Trade Board. In addition, over 900 firms will be assisted by BOTB in 66 outward trade missions to 39 countries.

Among the most important events during the next three months are the Hanover fair, from 20 to 28 April, the ninth annual offshore technology conference in Houston, from 2 to 5 May, the national industrial production and machine tool show in Toronto, from 16 to 20 May, and the Poznan international fair, from 12 to 21 June.

Altogether, between January and June this year, BOTB expects to assist over 4,000 firms at 186 overseas trade fairs in 35 countries, plus over 1,600 firms in 121 missions to 51 countries.

Six-day Arabic courses for businessmen

London Chamber of Commerce and Industry is organising two Arabic language courses from 23 to 29 April and from 11 to 17 June. The courses are available to company executives and staff who wish to learn a new language within a period of five to seven days in a group environment.

There is a maximum of 12 places per course and these will be allocated on a 'first come, first served' basis. Further information is available from Miss B. Hallamore, International Division, London Chamber of Commerce and Industry, tel. 01-248 4444.

Nine places left on NZ mission

Although there are some four months to go before the cut-off date, only nine of the 20 places available on Birmingham Chamber of Industry and Commerce's November mission to New Zealand remain open.

This mission, from 3 to 15 November, will be the last in a programme of 20 sponsored by the Birmingham chamber during 1977 and will be the third round-the-world venture undertaken in the last five years. A number of the applicants to date have stated their intention of making business calls in the United States and Pacific markets on the way out and, after spending a working week in New Zealand, they will continue their export sales drive in Australia, south-east Asia and the Middle East before returning to the UK.

Thames Valley launches Export Year committee

A committee that aims to bring home to every employee in Berkshire, Buckinghamshire and Oxfordshire the importance of their role in exporting, has been launched by the Slough and District Chamber of Commerce and Industry. Industrialists from the area attended the inaugural meeting at the Fulcrum Centre on 28 March when Export Year adviser, Roy Earnshaw reported on the success of the national campaign. He said that over 2,200 firms were taking part in the national campaign (about 65 from Berkshire, Buckinghamshire and Oxfordshire) and he complimented the Slough chamber for their support in what was developing into a very successful campaign.

The new committee, Thames Valley Committee for Export Year, will put special emphasis on recruiting smaller firms who wish to export.

British natural gas team in Thailand

A seven-man team of experts from Britain visited Thailand from 20 to 25 March to offer the Thai government a consultancy management project for the exploitation of the natural gas which has been discovered in the Gulf of Thailand.

The team was led by Mr R. B. Sharman, director of the International Consultancy Service of the British Gas Corporation, and David Snell, senior consultant with the International Consultancy Service.

Other members of the team were: Mr E. O. Hampshire, treasurer and director of the British Gas Corporation; Mr E. H. Ballard, director of John Laing and Sons, the London civil engineers and constructors; Jeremy Wright, manager of special projects for John Laing; Mr P. F. Phillips, managing director of the City merchant bankers, Morgan Grenfell; and Mr J. F. Dunwiddy, president and managing director of Texas Eastern Engineering Services, which has a London office.

Justin Staples, Britain's chargé d'affaires in Bangkok, hosted a reception to enable the members of the team to meet leading Thai officials.

New reports on Japanese market

A report* published on 31 March by the British Overseas Trade Board pinpoints four sectors offering good opportunities for British manufacturers in the Japanese business and reproduction equipment market: stencil duplicators; offset litho printing equipment; upgraded electronic accounting machines or office computers; and automatic filing systems. There could also be scope for sales of plate-making equipment, document shredders, sophisticated statistics charting systems, word-processing equipment, computer-linked addressing systems and security equipment.

The business equipment market in Japan is fast-moving and very competitive and the report says that no manufacturer would succeed in Japan without a substantial degree of commitment to the market. Manufacturers interested in selling in Japan are urged to take part in the business reproduction equipment exhibition which will be held at the British

*'The Japanese Market for Business Reproduction Equipment and Computer Peripherals.'

Leader of the natural gas team Mr Sharman (right) with (right to left) Dr Snoh Unakul, governor of the Bank of Thailand, Mr Staples, Dr Charan Achalaphuti, director of the Thai Mineral Fuels Department, and Geoffrey Quinn, commercial secretary at the embassy.

Export Marketing Centre in Tokyo from 14 to 18 February next year.

In the field of minicomputers, computer peripherals and software, the report lists five main areas offering good opportunities for British manufacturers: optical character recognition and optical mark recognition equipment; visual display units with keyboard; point-of-sale equipment and data collectors; key-to-diskette systems; and high-speed non-impact line printers – particularly more compact machines.

The Japanese market for peripherals is forecast to grow by over 100 per cent in value terms between 1975 and 1980 and for minicomputers by 250 per cent. For software, an overall growth of over 150 per cent is expected between 1975 and 1980.

Other features covered in the 147-page report include distribution channels, tariffs, technical requirements and standards, advertising and sales promotion and leading importers.

Another report† published by BOTB on 31 March says that because of gaps in Japanese technology opportunities exist for products incorporating new technological advances. The report considers that prospects are brightest for those sectors of the plastics and rubber industry which supply the car and domestic electric appliance industries.

The rubber industry in particular is showing greater signs of confidence than at any time since the recession with openings for suppliers of rubber products and processing machinery. The best opportunities are for British manufacturers of technologically-advanced machinery or products which are competitive on price, quality and delivery – with special emphasis on delivery.

The sale of technological licences is a suitable method of entering the market, but for British companies who are considering this approach the report warns that, the importance of acquiring industrial property protection in Japan 'cannot be overstated'. This is necessary both to protect British companies and to show a Japanese partner that his investment is protected through the uniqueness of the product.

The report covers all the main aspects of trading with Japan, including distribution, installation and service, end-user industries, promotion, licensing and joint-venture companies, trade associations and marketing.

Both reports are available to British manufacturers, price £20 post free, from the Central Library, 1 Victoria Street, London SW1H 0ET.

†'The Japanese Market for Plastics and Rubber Products and Processing Machinery.'

Booklets on exporting to Japan

Two new titles have been added to the Japan External Trade Organisation's (Jetro), list of marketing booklets which have been specially prepared for redistribution in the UK. Jetro says that the booklets which are researched and written for the benefit of UK businessmen with an interest in the Japanese market give detailed explanations of how potential UK exporters should go about selling in Japan and an insight into Japanese business methods and operation.

'Contracts and International Trade', (Jetro Business Information Series 6), explains the use of contracts in Japan and the problems which may arise from contracts. The booklet also deals with examples of export and import contracts, case studies of claims' settlements, sole agency contracts and the services of the Japan Commercial Arbitration Association.

'The Role of Trading Companies in International Commerce' is an updated version of an earlier booklet dealing with the trading house system in Japan. Trading companies play an unusually important role in facilitating Japan's export and import trade says Jetro, and, in recent years, have come to play an increasingly significant role in trade among countries other than Japan.

The booklet explains why trading companies exist and what their function is in Japanese business. There are several chapters on how potential exporters to Japan should make use of the expertise and facilities of trading houses.

The booklets are free and can be obtained by applying in writing to Forman House PR Ltd., (4th Floor Jetro), 39 Charing Cross Road, London WC2H 0AS, enclosing 40p to cover postage and packing.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1608: Imports of certain jackets, blazers and blouses from Macao

The EEC has negotiated with Macao a restriction on imports into the UK of men's and boys' jackets, blazers and the like and women's, girls' and infants' blouses and shirt-blouses, originating in Macao, as set out below.

Pending enactment of community legislation, the provisions of the arrangement are being operated de facto as set out below. The goods affected and the quota established for the period 1 January to 31 December 1977 are as follows:

Tariff heading/ description of goods	Quota
ex 61.01 Men's and boys' outer garments, *other than those of silk or noil or other waste silk, of flax or of ramie,* the following:	
Jackets, blazers and the like	400,000 pieces
ex 61.02 Women's girls' and infants' outer garments, *other than those of silk or noil or other waste silk, of flax or of ramie,* the following:	
Blouses and shirt-blouses	1,000,000 pieces

Imports of these garments from Macao were already subject to UK surveillance licensing. Current surveillance licences issued under those arrangements in respect of these newly restricted goods were revoked with effect from 1 April 1977.

Licensing arrangements

The Macanese authorities will administer the quotas with effect from 1 April, by issuing to Macanese exporters export certificates endorsed to the effect that the consignment has been debited against the agreed ceiling for exports to the EEC. These certificates will be sent on by Macanese exporters to UK importers who should submit them, together with a completed form ILB/A to Import Licensing Branch, at the address shown above, who will issue import licences up to the appropriate quota limit.

Goods in transit

The Macanese authorities will issue duly endorsed export certificates in respect of these newly-restricted goods for consignments exported from Macao on or after 1 April 1977. Goods in transit to the UK on or before 1 April 1977 will count against the quota if exported from Macao after 31 December 1976, and will be licensed by Import Licensing Branch without the requirement for an export certificate to be produced, provided that satisfactory documentary evidence of the date of shipment of such goods is supplied to Import Licensing Branch in support of a completed form ILB/A.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

1609: Cotton yarn from Greece and Turkey

Previous notices in *Trade and Industry* have set out the arrangements for importing cotton yarn, not put up for retail sale, within tariff heading 55.05 from Greece and Turkey, the quotas being allocated on the basis of applicants' past trade.

Traders seeking an allocation to import such cotton yarn originating in either country, during the remainder of 1977 should apply not later than 6 May 1977 to Import Licensing Branch on form ILB/A.

Applications should be accompanied by a statement of past trade by the applicant for each of the years 1974, 1975, 1976 and from 1 January to 31 March 1977, supported by a report by a qualified, practising, independent accountant. Proformas for this purpose are available from Import Licensing Branch and applications will only be dealt with on receipt of correctly completed forms.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

British team's study on port of Beirut

A team of British experts is undertaking a rehabilitation study of the Port of Beirut in Lebanon which was seriously damaged during the hostilities of recent years. The London-based firms of Peat, Marwick, Mitchell and Co, and Coode and Partners have been commissioned by the Ministry of Overseas Development to carry out the study, as part of its programme of technical co-operation with Lebanon, following requests for assistance from the Lebanese government.

The consultants' work includes up-dating their 1974 master plan study of the port and identifying projects involved in the port's rehabilitation requiring finance. It is expected that their investigation and report will be concluded within four months.

Poole-Cherbourg symposium

Following the recent establishment of the Poole-Cherbourg Association to formalise long-standing links between the two towns, Dorset Chamber of Commerce and Industry and its opposite number, the Cherbourg Chamber of Commerce, are joining forces to organise a one-day symposium in Poole on 28 April to promote co-operation between the business communities in the two areas.

Title of the symposium, to be held at Hamworthy Engineering recreation club at Fleetsbridge, Poole, is 'An Interchange of Industrial and Commercial Opportunities'. The Cherbourg chamber is bringing over a strong French contingent of speakers and delegates for the event.

Firms in Dorset are now being circulated for names of delegates. An entrance fee of £12.50 will be charged for Dorset Chamber members and £15 for non-members.

Aid yields £10.9m for British industry

British industry received about £10.9 million in February from orders following grants and loans made to developing countries by the Ministry of Overseas Development.

The following were among the largest contracts accepted for financing in February, including earlier contracts now accepted for reimbursement from aid funds:

Diesel engine spares for Burma (£67,235) from Mirrlees Blackstone Ltd, Stockport; radio link equipment for The Gambia (£331,837) from Pye Telecommunications, Cambridge; fertiliser for Grenada (£24,576) from Delpond Ltd, Knightsbridge, London; dairy bottling plants for Zambia (£130,427) from Vickers Ltd, Crayford, Kent; pharmaceuticals for Bangladesh (£120,103) from Beecham Research International, Brentford; forklift trucks for Mauritius (£47,920) from Hyster Ltd, Irvine, Ayrshire; textile finishing machinery for Mozambique (£391,206) from Sir James Farmer Norton, Salford; titanium oxide for India (£487,591) from Tioxide International Ltd, London.

Administration of these grants and loans was carried out by the Crown Agents who also placed the orders for the items for Burma, The Gambia, Bangladesh, Mauritius and Mozambique.

Boost for Lesotho broadcasting

Judith Hart, Minister for Overseas Development, has approved a grant of £500,000 to the government of Lesotho for the purchase and installation of two British-built 100kW transmitters for a short-wave radio station at Lancers Gap, near the capital, Maseru.

Lesotho's plans for the development of broadcasting involve the use of medium, vhf and short waves. Developments now in progress will provide coverage on medium wave, and later vhf, for some 70 per cent of the population.

Indian chemical plant to use UK equipment

Just over £1 million from the Ministry of Overseas Development's aid programme to India will be spent on purchasing British equipment for a new industrial phosphate plant at Haldia, West Bengal.

The plant which will produce an essential ingredient of synthetic detergents will provide about 350 additional jobs in an economically backward district.

The factory is being set up by Hindustan Lever Ltd, a subsidiary of Unilever, at a cost of £17.5 million and will produce 30,000 tons of sodium tripolyphosphate, an ingredient of synthetic detergents.

The early stages of the project are going ahead. Advice and supervision is being provided by the British chemical firm, Albright and Wilson.

Aid for Bangladesh

Britain, under an agreement signed in Dacca, is to make £15 million available in grant form to Bangladesh for commodity aid. The aid will be used by the government of Bangladesh for the purchase of British goods to assist Bangladesh's economic development. The goods will be procured and shipped to Bangladesh by the Crown Agents.

STILL TIME TO JOIN

EMI, Trust Houses Forte (Hotels), Vickers, Fisons, Commercial Union and Lucas Industries are among the many household names taking part in Export Year. Export Year runs through 1977 so there is still plenty of time to join them and tell your employees about the importance of exports. If your company isn't taking part, and wants to, write to Export Year Office, 1 Victoria Street, London SW1 0ET, or phone 01-215 5180/3393/5773.

Report on leisure facilities published

A short report on leisure, recreation and sporting facilities in the Arab states in the Gulf area has been prepared by Philip Stephens of the London Chamber of Commerce and Industry. The chamber says the aim of the report is to increase awareness of the scale of these developments and point contractors and suppliers in the right direction.

Copies of the report, price £2 to members, £3 to non-members, are available from Miss Anne Kennedy, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

Korean industrial mission visits UK

Edmund Dell, Secretary of State for Trade, with Boo Wan Hyuk, leader of the Federation of Korean Industries economic mission which visited the UK from 29 March to 3 April during the mission's tour of Europe.

MARKET REPORT:
YEMEN ARAB REPUBLIC

Set fair for steady growth

Although on the face of it the Yemen Arab Republic's undeveloped economy would seem to have little to offer the exporter, British exports to that country more than doubled between 1975 and 1976. In this article Peter Wallis, commercial secretary at the British embassy in Sana'a, examines the commercial opportunities.

Relatively few people in the United Kingdom have any knowledge of the Yemen Arab Republic (YAR). Those with good memories might recall the civil war which, while ending centuries of isolation, was followed by three years of drought leaving Yemen at its lowest ebb about three years ago. Even now it is classified by the United Nations as being towards the bottom of the league table for the 25 least-developed nations.

Yemen remains a rural country, with less than 10 per cent of the population living in the three main towns (Sana'a, Hodeida, Taiz) and most of the remainder engaged in subsistence agriculture. There is virtually no industry and no major mineral resources have yet been discovered or exploited, although exploratory drilling is going on in the Red Sea. However, British exports to the YAR are growing rapidly – from £9.0 million in 1975 to £19.7 million in 1976 – and more British businessmen are visiting the country than ever before. What has brought this about?

Firstly, the YAR has a population of about 6 million – compared with some 10 million in Saudi Arabia and the rest of the Arabian peninsula combined; and where there are people, there is a long-term market. Secondly, there is a long-standing tradition that able-bodied Yemenis go abroad to work. They work hard, live frugally and send money home. These remittances are thought to total about £3 million a day, which gives the YAR ample foreign exchange to finance its imports, and a favourable balance of payments despite only minimal exports. And, thirdly, the YAR's classification as one of the least developed nations attracts aid from a multiplicity of sources, aid which is being used to establish the basic infrastructure, without which substantial developments are impossible.

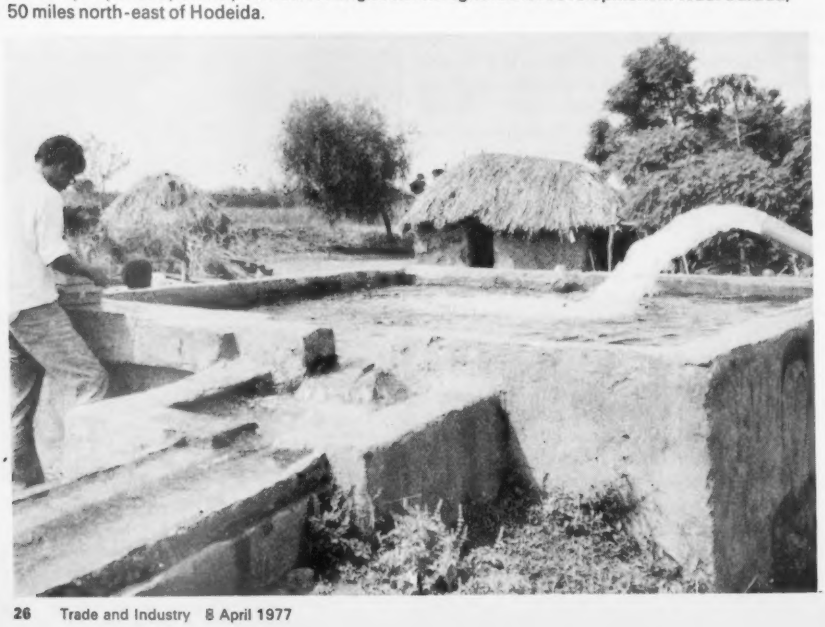
New metalled roads now link the three main cities, and further road building continues. There is a new and increasingly busy international airport at Sana'a, with the beginnings of a flourishing air cargo service, and there are plans to modernise and extend airports elsewhere in the country. Other projects are under way in the water supply, sewerage, grain-processing, agriculture, animal husbandry and industry, hotels and tourism sectors. A symbol, though an unwelcome one, of the expanding rate of development is the queue of more than 80 ships waiting to discharge imports at Hodeida, the country's leading port.

Opportunities for Britain

What are the opportunities for British firms? There is still an enormous amount of work to be done on infrastructure, particularly in extending, improving and taking advantage of the basic road links between the principal towns. In addition to these opportunities in the vehicle field and in ancillary equipment and services, there also seem to be increasing opportunities for the sale of earthmoving and building machinery, and of electrical equipment to meet the planned expansion of power generation and transmission capability. Rising incomes also mean an increasing demand for consumer goods including clothing and footwear. Industrial development is inevitable and there is likely to be a growing market for machinery for light industry.

But given the Yemen's long tradition in agriculture and its high potential for agricultural development – almost unique amongst countries in the Arabian peninsula – many of the opportunities seem likely to be associated with agriculture and food processing. Nor should we overlook opportunities in all aspects of education and health as the YAR seeks to rectify its shortage of technically and professionally-trained people and to raise the standard of medical care.

Peter von Lany of Sir William Halcrow and Partners checking the salinity level of well water during the company's study of the potential for irrigation and agricultural development in Wadi Surdud, 50 miles north-east of Hodeida.

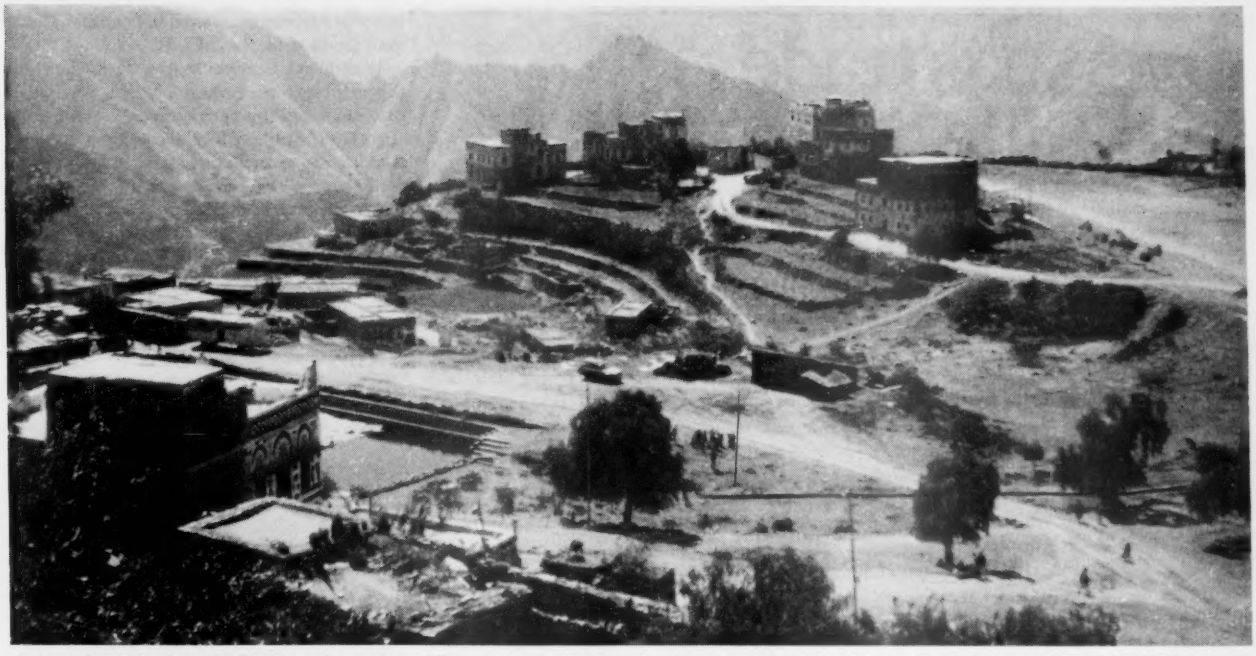


Doing business

To do business effectively in the Yemen, it is of course, essential to visit the country. Three missions, two from the London chamber of commerce and one from the Humberside Institute of Export, have visited the country in the last two years and returned enthusiastic about the opportunities. But the market is not yet of a sufficient size to accom-

Further information

Firms interested in finding out more about the opportunities in the Yemen Arab Republic should contact the Commercial Relations and Exports Division of the Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5221.



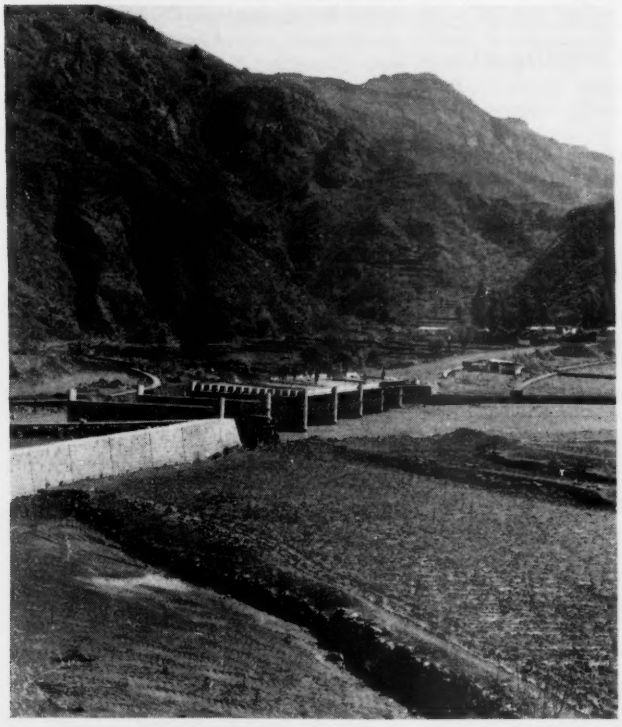
A view of Hajjah where the St Albans-based firm of Oscar Faber and Partners has been appointed to build a grain warehouse as part of the YAR's $10 million project for grain storage and processing.

modate more than one or two missions a year, and it is largely up to individual businessmen to make their own arrangements to visit the country.

First-time visitors are advised to start in Sana'a, where the commercial section of the embassy will give all possible assistance in identifying opportunities; but most visitors will find it worthwhile to allow time to visit the other two principal towns, Hodeida and Taiz. An effective visit will therefore take eight to 10 days, allowing two days in each of the towns plus travelling time. The visitor is likely to be agreeably surprised by the warm reception he will receive from the Yemeni business community, but he should bear in mind the need for repeat visits to maintain the impetus.

The Yemen Arab Republic is not an oil-rich state, though it has its hopes, and its rate of development will reflect this. But the development which has started seems set fair for steady if unspectacular growth, and those British exporters who get in on the ground floor may find themselves pleasantly surprised at the extent to which they might benefit from the YAR's economic expansion.

The road from Sana'a to Taiz was little more than a track through the Yemen mountains until Tarmac, in joint venture with two German organisations, upgraded and realigned the 256km highway. The work involved straightening certain sections, building drainage channels and retaining walls and constructing bridges before surfacing with black top.



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ENCIRCLE TI 462 ON PAGE 43 FOR FURTHER INFORMATION

Overseas trade exhibitions

Malmö show lives up to its reputation

From Ronald F. G. Taylor, British consulate, Malmö

Eleven British car and automotive component manufacturers took part this year at the Malmö motor show from 5 to 13 March which was celebrating its 10th anniversary. The group included most of the top names in the British motor industry and was sponsored by the Society of Motor Manufacturers and Traders under joint-venture terms with the British Overseas Trade Board.

This annual event is still the biggest in Scandinavia and it is estimated that about 77,000 people, of whom at least 10,000 or more were listed as trade buyers and trade representatives, visited the show during the nine days.

In 1976, British motor industry products exports to Sweden were running at a rate of £150 million a year (averaged from the figures for the first nine months). Components, parts and accessories accounted for nearly four-fifths of this amount. It is interesting to note that apart from the United States, West Germany and Belgium, Sweden is Britain's fourth biggest world customer for automotive parts and accessories.

The official British participation in the event was divided up into seven car manufacturers and four companies showing accessories, such as sports-type steering wheels, electronic ignition systems and related accessories, motor oil and car-care products, and alloy road wheels and accessories.

On the car side, the British contingent included Aston Martin, British Leyland, Chrysler, Lotus, Morgan, Rolls-Royce and Vauxhall. British Leyland was by far the largest single exhibitor again and included for the first time in Sweden the 'car of the year', the new Rover 3500, which the company hopes to start selling in Sweden later in the spring. Other vehicles were the Range Rover, Jaguar XJ6, Princess 1800 HLS, a Mini and Allegro models.

Chrysler International showed a range of five 1600cc 1977 models all of which now have the Chrysler emblem and name on the front of the car.

Lotus displayed the Eclat, the Esprit and Elite. Vauxhall used the show to unveil for the first time its new Vauxhall VX 4/90 with twin-carburetter ohc engine, five-speed gearbox and front-end airdam. Other cars included the Chevette GLS in saloon and hatchback versions and one with a Blydenstein conversion.

Two Morgan specialist cars were also shown and Rolls-Royce had an elegant Silver Shadow on display. All the cars were concentrated in the large hall on the ground floor and accessories, automotive parts and components, racing and rally clothing, car-care products and almost everything the enthusiast and ordinary day-to-day driver could wish to see was displayed along the ground-floor corridors.

The basement was devoted entirely to caravans and camping equipment and tourist information stands. The small but well-composed British accessories group included Astrali Accessories, Alexander Duckham, Mobelec Ltd and Wolfrace Wheels Ltd.

Although the British exhibitors appeared to dominate the show, particularly where car displays were concerned, many other well-known overseas manufacturers were much in evidence including Ford (West Germany), Saab, Chevrolet, Opel, Pontiac, Volvo, Renault, Volkswagen/Porsche, Audi, Fiat, Magda, Alfa-Romeo, Maserati, Mercedes and BMW.

All the exhibitors were happy to see so many visitors at the show and there is no doubt that the event again lived up to its reputation and expectations.

Worst-is-over feeling at Bauma 77

From Mr C. Pattinson, British consulate-general, Munich

Whilst it would be self-deception to pretend that all the building industry's problems had been solved at the end of the eighteenth international construction machinery exhibition (Bauma 77) from 10 to 16 March, the general feeling was that there was light at the end of the tunnel after several years of severe recession.

The 135,000 visitors who attended the fair in Munich were able to critically examine the products of 774 German and 189 foreign firms.

Thirty-five British firms participated making this country third largest amongst the foreign contingents, after Italy with 51 exhibitors and the United States with 40. Eight British exhibitors took part in a joint venture in the outside site organised by the Federation of Manufacturers of Construction Equipment and Cranes in conjunction with the British Overseas Trade Board and a further four firms participated in a joint venture organised by the British internal combustion engine manufacturers association and the BOTB.

Whilst at the end of the show most of the exhibitors went away with a feeling of cautious optimism, Hydraulic Breakers (Scotland) Ltd, which attending its first ever overseas exhibition, was absolutely delighted with the amount of interest shown in its products and the number of inquiries received. Rolls-Royce diesel engines division was able to announce the shipment of its first ever diesel engine to Germany during the fair and Petbow Generators and Welders was able to clinch its distributorship for welding equipment in the federal republic.

It has been announced that the next Bauma will take place in three years time, but final dates have not been settled. Further information can be obtained from the associations mentioned above or from BOTB.

Growing Dutch demand for British boats

From A. Hazebroek, British embassy, The Hague

Amsterdam's Hiswa watersports exhibition gets better every time it is held. There are physical limitations, the available 50,000m² of floor space is usually 50 per cent oversubscribed, but the organisers somehow manage to squeeze in more exhibitors without sacrificing quality.

This year Hiswa '77, held at the RAI building, from 4 to 13 March, had 393 exhibitors, as against 350 in 1976. About 70 per cent of them came from the Netherlands but there were joint ventures from Britain, France and West Germany.

The British entry was the largest ever. Of the 48 boats moored in the Rai haven, nine were from the UK. The main stand of the British joint venture was busily attended throughout the exhibition. British pleasure craft have found a good market in the Netherlands due to quality and competitive price, and in 1975 and 1976 the UK supplied on average 38 per cent of the Dutch import market for pleasure craft.

Dutch interest in the British craft on display was reflected in the number of sales made during the event. In one instance a boatbuilder sold the whole of his production for the Netherlands. Less spectacular but worthwhile results were achieved elsewhere. A total of 78 boats was sold – a very satisfying increase on last year's figure of 60 – and boatbuilders expected to sell more in the follow-up period to the show.

British yachting equipment was placed in a separate section and the firms taking part saw good prospects during the forthcoming season. Britain also contributed to new or improved products on show – yacht lighting and radar, automatic steering equipment, refrigerators, cooking and heating equipment, masts, navigational aids, and inflatable raft, for example.

Although the number of visitors at almost 217,000 was down on last year's 223,000, the British joint-venture results did not reflect

this. This exhibition underlined the importance of the Netherlands' market for British boatbuilders. Demand is strong and growing. Continued strong representation at Hiswa is essential to hold and increase Britain's share of the Dutch pleasure craft market.

First JV at Paris audio festival

From Robert Hyde, British embassy, Paris

The Tape Recorder Spares Ltd stand at the Paris audio show.

The Palais des Congrès at Porte Maillot, was the venue for the nineteenth Festival International du Son from 7 to 13 March. Exhibitors numbered 274 – compared with 249 at the 1976 festival – representing 22 countries.

Ten companies participated in the first British joint venture at this event sponsored by the Federation of British Audio. Among the companies reporting a promising show were Swisstone Electronics, presenting Decca amplifiers and tuners and Rogers loudspeakers, and Chartwell Electro-Accoustics with their high-fidelity loudspeaker systems. Several of the British exhibitors suffered from the absence of studio demonstration facilities due to the group's late entry to the festival. Separate from the joint-venture group, JR Speakers were fortunate enough to obtain studio facilities, which they used to great advantage to demonstrate their striking cylindrical speakers.

The Festival International du Son enjoys a high international reputation, and this year attracted an attendance of some 132,000, including over 9,000 trade visitors from 43 foreign countries. The next festival will be held from 6 to 12 March next year.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Westec's best year yet

From Al Close, British consulate-general, Los Angeles

Westec – the Los Angeles metal and tool exposition which closed on 17 March – had its finest year since its inception and has never looked so good. The list of exhibitors and attendance was the largest yet, as was the floor space occupied.

Potential buyers came from as far away as British Columbia, Canada; Washington State, Idaho, Colorado, Utah, Arizona, Texas, and Oklahoma. Of the 30,000 plus people – admittedly small when compared with national or international shows, or similar shows open to the general public – who visited the exhibits, 75 per cent by conservative estimates, seem to have been directly or indirectly involved in purchasing. Due to the crowded conditions that existed during normal working hours, many day visitors returned in the evening so that they see the exhibits more easily. This also applied to a large number of businessmen who chose to visit Westec during the evening and took with them engineering, purchasing and other management personnel in order to examine items in which they were interested.

The seven British exhibitors in the British Overseas Trade Board/British Machine Tool Trades Association joint-venture stand anticipate a potential turnover in excess of £350,000 as a result of the show. Without exception all have indicated a keen desire to participate in Westec '78. Some have indicated that they appreciated the importance of being there on a regular basis.

Many American manufacturers who have, in the past, preferred the national show in Chicago or Detroit were among those present this year. This has been attributed to a bid to regain their decreasing proportion of the west-coast market in the face of the evident attractiveness of foreign products – in particular, products from Japan – in southern California.

This should encourage those who have exhibited in the past to exhibit in Westec '78, and entice those who have never exhibited at Westec to participate in this show as a means of reaching a lucrative market spread over 50 million people. Westec '78 is likely to be even bigger and better. First-time exhibitors usually regard their first year as an experiment but invariably return in subsequent years. The motto for those who have never been to Westec is 'Come taste the wine.'

Economic thaw at NY gift show

From J. Kerin, British trade development office, New York

Although the United States economy was staggered by one of the coldest winters on record, resulting in lay-offs and energy shortages, there was little evidence of this at the ninety-second semi-annual New York gift show held between 27 February and 4 March. The buyers who attended the exhibits were there, not to look, but to place orders as well.

Co-sponsored by the Westminster chamber of commerce and the British Overseas Trade Board, 20 British firms participated in the tenth successive joint venture on the first mezzanine level of the New York Coliseum. A decided advantage to the British exhibition was the removal of the barriers blocking off the mezzanine level, enabling visitors on the first floor to see onto the mezzanine. Undoubtedly this brought a considerably larger number of buyers to the British sector.

The British merchandise on display was an extensive range of goods and representative of the quality synonymous with the UK. Well-known products such as Melbaware ceramic shire horses from W. A. Wain, decorative candles from Kandel Design, woven silk pictures from J. and J. Cash, pvc coated aprons from Sari Fabrics, linen tea towels from Ulster Weaving and memory boards from Sales Side were on show. In addition, Metamec showed their clocks, William Mallinson their kitchenware, Cole and Mason their gourmet kitchen and cookware, A. Hill their costume jewellery, Legend Products their sculptured artware, Cabinet Exports their novelty clocks, display stands and occasional furniture and Crayonne their plastic inputs.

Two British firms, Aidees and Lownds Pateman, displayed pomanders, soaps and other bath shop accessories. Indicative of the varied product lines were Bullers Engineering with porcelain and glass door furniture, Discovery Antiques with antique skipping ropes and Franco F Lli with hide brief cases. Rounding out the British group were Henley Company of Craftsmen and MBC Marketing, each with a wide range of giftware.

Most of the British firms did very well at the show and the majority expressed considerable interest in participating in the August event. The economic pundits in the United States are predicting a very strong economy for the balance of this year and into 1978, and the recent gift show substantiated these forecasts. It is accepted that the August gift show is normally a far superior order-writing show because of the fall and Christmas seasons, and it can be assumed, that if the current February show produced such strong sales, the upcoming fall show should prove to be a banner year for the giftware industry.

Dental equipment at Düsseldorf

A group of 15 British firms participated in the twentieth international dental exhibition at Düsseldorf from 28 March to 2 April, under the sponsorship of the British Overseas Trade Board and the British Dental Trade Association.

A wide range of equipment and products was on display including a fully automated dental operating couch, anaesthetic machines, laboratory electric furnaces, dental chairs, lighting equipment for dental surgeries, and surgical instruments and equipment in great variety.

Overseas trade export successes

Airport equipment group wins first orders

Orders for airport ground support equipment worth some £400,000 have been won from outlets in Nigeria, India, Kuwait, Dubai and Syria by the new British Airport Equipment Group during the past six months. The equipment concerned includes maintenance platforms, tractors, trailers, catering vehicles and conveyor belt cars.

Set up in the summer of last year, BAE is a consortium of British airport equipment manufacturers formed specifically to challenge for a major share of the rapidly expanding market in airport equipment for third world airlines.

The group operates from offices at Reliance-Mercury Ltd, Halifax, which is itself a leading member of the group. The other five members of BAE are Albar Engineering Ltd of Keighley, ACS Engineering Sales Ltd of Stamford, Hydro-Hygiene Services Ltd of Maidenhead, Norwich Coachworks Ltd of Norwich and Power Lifts Ltd of Watford.

Further information: circle 246

Spain orders £2.5m EMI scanners

Ten leading Spanish hospitals are to be equipped with British computerised X-ray systems under a £2.5 million contract won by the EMI Group. EMI Medical Ltd, of Slough is to supply 10 of its latest EMI-Scanner CT1010 head examination systems to neuroradiological centres in six major Spanish cities and towns in a contract which the company describes as the UK's largest medical equipment order from Spain.

The contract was placed by the Spanish government agency Instituto Nacional de Prevision (INP) through the Barcelona-based EMI Medical Division of EMI's electronics subsidiary, Commercial del Gramofono-Odeon SA, following intensive negotiations with INP.

The new EMI-Scanners are destined for hospitals in Madrid, Barcelona, Bilbao, Seville, Valencia and Zarogoza, and will bring the total number of EMI Medical CT systems in Spain to 20. Three EMI brain scanners and two general-purpose (whole-body) scanning systems are already operating in the country, and five more EMI-Scanners will be installed shortly.

Further information: circle 247

Australian berth contract for Taylor Woodrow

Taylor Woodrow International Ltd has been awarded a contract, valued at approximately $A1.5 million (£1 million) from the Commonwealth Department of Construction for a marine berthing facility at Stirling Naval Base, Garden Island in western Australia.

The work comprises a steel-piled jetty of 150m, connected to the land by a piled-approach trestle 180m long. An isolated mooring dolphin is to be constructed with access to it by a steel catwalk. The contract includes the provision of normal operating services.

Work began last month, with completion scheduled for April next year.

Further information: circle 248

Wellman transporter for Poland

Wellman Mechanical Engineering Ltd of Darlaston, a subsidiary of the Wellman Engineering Corporation, has secured a contract for approximately £150,000 to build a mobile ladle transporter for use in a Polish copper plant.

The machine, of 75 tonne capacity, has been ordered by Centrozap for use on site at Glogow II, a new refinery producing 150,000 tonnes per annum and which is adjacent to another older plant. Its primary duty will be the transport of ladles containing blister copper.

Further information: circle 249

MST wins corrugators export order

A major Portuguese manufacturer of corrugated board has placed orders for new plant with Masson Scott Thrissell Ltd of Bristol. The contracts have been awarded by Celuloses do Guadiana, of Lisbon, which is buying the equipment for installation at its plant near Oporto.

Principal features of the order are a number of Langston Masson heavy-duty corrugating units, which are to be installed by the customer on an existing corrugating plant, as part of a conversion programme to heavy-duty manufacture. Also being supplied is a single glue machine, to be used in conjunction with an existing MST corrugator at another Celuloses do Guadiana plant.

Further information: circle 250

Air condensers for Oman office block

Cool air for a new Oman office block will be supplied through these six big air-condenser units, designed and built at the Solent Industrial Estate premises of Custom Coils (part of the Capper-Neill group) and shipped to the Middle East through Alltransport International Group's Southampton office.

Further information: circle 251

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Overseas trade country data

Australia

Reference to Industries Assistance Commission. A reference has been sent to the Industries Assistance Commission by the Minister for Business and Consumer Affairs asking for an inquiry into and a report on the question whether assistance should be accorded the production in Australia of:

1 Goods falling within item 02.05, 15.01 to 15.06 (inclusive), 15.09, 15.13, 15.14 or 15.17
2 Animal oils and fats falling within sub-item 15.08.9 or item 15.12

in schedule 1 to the Customs Tariff Act 1966, as proposed to be altered, and, if so, the nature and extent of such assistance.

UK firms or trade associations intending to submit evidence at the public hearing, the date and location of which will be published as soon as it is known, should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319. Ref CRE 546/77

Production of vegetable oils and fats. A notice in *Trade and Industry* on 3 September 1976 reported a reference to the Industries Assistance Commission on the question whether assistance should be given to the production of vegetable oils and fats of a kind falling within items 15.07, 15.08 or 15.12 of the customs tariff.

The commission will hold its public hearings into this reference as follows: Public Inquiry Room, Industries Assistance Commission 6th Floor, 200 Little Collins Street, Melbourne, commencing at 10.00am on Monday 20 June 1977; Bankruptcy Court, 8th Floor, Lombard House, 251 Adelaide Terrace, Perth, commencing 10.00am, Thursday 23 June 1977; Conference Room, Lower Ground Floor, Australian Government Centre, 295 Ann Street, Brisbane, commencing 10.00am Monday 27 June 1977; Public Inquiry Room, Industries Assistance Commission 16th Floor, 59 Goulburn Street, Sydney, commencing 10.00am, Wednesday 29 June 1977.

A discussion paper and questionnaire will be circulated by the commission to intending witnesses and to other interested persons on request from Industries Assistance Commission, PO Box 80, Canberra ACT 2600.

Inquiries: CRE 01-215 5319. Ref CRE 1531/76

Temporary protection requests for tanning industry. The Department of Industry and Commerce in Australia has received requests for emergency assistance for the tanning industry.

Requests for emergency assistance are initially received and considered by the Department of Industry and Commerce. At a subsequent stage they may be referred to the Temporary Assistance Authority or Industries Assistance Commission for inquiry or report. Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of holding action pending government consideration of the general question of protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that, should the need for urgent action emerge from these inquiries, goods ordered overseas but not cleared for home consumption at the date of the announcement, will be subject to the terms of the action. Australian importers have therefore been urged to exercise caution in placing orders overseas and in entering into financial commitments on such orders, as special consideration may not be given to outstanding commitments should action be taken by government.

UK trade associations or firms may submit their views to the department, either directly or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1, tel. 01-930 2524. The association charges a fee for its services, the amount varying according to the work entailed and whether or not the interested party is a member.

Comments should be forwarded to the Department of Industry and Commerce, Canberra ACT 2600 (telex 62063 a/b INDYCOM) by 15 April.

Inquiries: CRE 01-215 5319. Ref CRE 547/77

Tariff changes – soaps and detergents. Following consideration of the Industries Assistance Commission report on soaps and detergents, etc, of 30 September 1976, the Australian government decided to reduce import duties on imported soaps and detergents for household purposes and certain imported chemicals. The tariff changes, effective from 18 March 1977, are as follows:

Tariff heading	Description of goods	General rate	Preference rate
15.10.100	Fatty alcohols	19%	11%
.300	Fatty acids of vegetable origin; olive oil fatty acids; tall oil fatty acids	30%	22.5%
15.11.100	Crude glycerol; glycerol lyes	Free under by-law	
34.01.000	Soap; organic surface-active products and preparations for use as soap in the form of bars, cakes or moulded pieces or shapes, whether or not combined with soap	Free under by-law	
34.02	Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap:		
.100	Goods, as follows: a in liquid form in packs not exceeding 10 litres; b in other forms in packs not exceeding 7kg	Free under by-law	
.200	Goods being or based on ethylene oxide derivatives, not being goods falling within 34.02.100	30%	30%
.900	Other	20%	20%

Various reductions are envisaged after two years, but in view of the uncertain future of the UK preference rate, these cannot be published with any confidence. A reference will be forwarded to the IAC on the long-term assistance needs of the local industry producing animal fats and oils.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Industries Assistance Commission draft report. A notice in *Trade and Industry* on 30 January 1976 reported a reference to the Industries Assistance Commission on the question whether assistance should be accorded to production in Australia of stranded wire, cable, cordage, ropes, plaited bands and the like of copper, being goods of a kind falling within item 74.10 of the customs tariff and insulated (including enamelled or anodised) electric wire, cable, bars, strip, and the like (including coaxial cable) of a kind falling within sub-item 85.23.9.

The commission has now released a draft report to give interested parties an opportunity to examine and comment on it before final recommendations are made. In order to receive submissions on the draft the commission will hold a further public hearing at the Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra ACT, commencing at 10.00 am on Thursday, 21 April next. Persons intending to make a submission should ensure that it reaches the commission at PO Box 80, Canberra, ACT 2600 Australia by 13 April.

Inquiries: CRE 01-215 5319. Ref CRE 53/76

Commercial ship repair. A notice in *Trade and Industry* on 10 September 1976 reported a reference to the Industries Assistance Commission on the question whether the Australian government

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

should give assistance to commercial ship-repair activity in Australia and if so what should be the nature and extent of such assistance. The Industries Assistance Commission has now announced that public hearings into the reference will be held at the following places:

Public Inquiry Room Industries Assistance Commission 16th Floor 59 Goulburn Street Sydney, NSW	Commencing 10.00 am Monday, 18 April 1977
Hawken Auditorium Institution of Engineers Building 447 Upper Edward Street Brisbane, Qld	Commencing 10.00 am Thursday, 21 April 1977
Public Inquiry Room Industries Assistance Commission 6th Floor 200 Little Collins Street Melbourne, Vic	Commencing 10.00 am Monday, 2 May 1977

Persons who are interested in submitting evidence at this inquiry and who have not yet notified their intention of doing so should advise the Industries Assistance Commission immediately at PO Box 80, Canberra, ACT 2600, Australia.

Inquiries: CRE 01-215 5319. Ref. CRE 1537/76

Potatoes and processed potato products. A notice in *Trade and Industry* on 25 July 1975 reported that the Industries Assistance Commission had been asked to inquire into and report on the question of long-term assistance for the Australian potato-growing and processing industry.

The commission has now released a draft report to give interested parties an opportunity to examine and comment on it before final recommendations are made. In order to consider submissions on the draft the commission will hold a further public hearing at the Public Inquiry Room, Industries Assistance Commission, 16th Floor, 59 Goulburn Street, Sydney NSW, commencing at 10.00 am on 26 April.

Persons intending to make a submission should notify the commission at PO Box 80, Canberra ACT 2600, immediately.

Inquiries: CRE 01-215 5319. Ref. CRE 549/77

Timber products. A notice in *Trade and Industry* on 8 October 1976 reported a reference to the Industries Assistance Commission on the question whether assistance should be accorded the production in Australia of wood and articles of wood falling within items 44.03-44.11, 44.13, 44.16-44.28, 48.09 and 68.09 of the customs tariff.

The Industries Assistance Commission has now announced that public hearings into the reference will be held at the following places and times:

Public Inquiry Room Industries Assistance Commission 16th Floor Sydney Plaza Building 59 Goulburn Street Sydney, NSW	Commencing 9.30 am Monday, 9 May 1977
Public Inquiry Room Industries Assistance Commission 6th Floor 200 Little Collins Street Melbourne, VIC	Commencing 9.30 am Monday, 23 May 1977
Bankruptcy Court 8th Floor Lombard House 251 Adelaide Terrace Perth, WA	Commencing 9.30 am Tuesday, 7 June 1977
Federal Court of Australia 9th Floor AMP Building 1 King William Street Adelaide, SA	Commencing 9.30 am Wednesday, 15 June 1977
Conference Rooms Lower Ground Floor Commonwealth Government Centre 295 Ann Street Brisbane, QLD	Commencing 9.30 am Wednesday, 22 June 1977

Persons who wish to present evidence at the public hearing and who have not yet notified the commission of their intention should do so immediately. The address of the commission is PO Box 80, Canberra ACT 2600.

Inquiries: CRE 01-215 5319. Ref. CRE 1740/76

Reference to Industrial Assistance Commission. A reference has been sent to the Industries Assistance Commission by the Minister for Business and Consumer Affairs asking for inquiry into and a report on the question whether assistance should be provided to the Australian industry producing bench or pedestal type drilling machines that are belt-driven-pulley-operated, having a drilling capacity in mild steel not exceeding 60mm in diameter and parts and accessories therefore falling within sub-item 84.45.3 or 84.48.1 of the customs tariff.

UK firms or trade associations intending to submit evidence at the public hearing, the date and location of which will be published as soon as it is known, should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, which will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319. Ref. CRE 548/77

Brazil

Duty reduction on iron lungs. Customs Policy Council resolution 2924, published in the *Diario Oficial* of 24 February 1977, reduced the import duty on iron lungs, of tariff heading 90.18.07.00, from 35 per cent to 9 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty exemption on phosphorus. Customs Policy Council resolution 2926, published in the *Diario Oficial* of 23 February 1977, exempted phosphorus, under tariff heading 28.04.03.04, from import duty for period of one year. The concession lapses on 23 February 1978.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reference prices on inorganic chemicals. Customs Policy Council resolution 2925, published in the *Diario Oficial* of 23 February 1977, imposed reference prices on inorganic chemicals as follows:

Tariff no.	Product	Reference price US $/tonne/cif
28.10.02.03	'ex' Orthophosphoric acid, technical or alimentary grade	790.00
28.40.31.00	Monocalcic orthophosphate	763.00
28.40.36.00	Sodium pyrophosphate	743.00
28.40.38.00	'ex' Sodium tripolyphosphate, technical or alimentary grade	1,013.00
28.40.99.00	'ex' Tetrapotassic pyrophosphate	1,045.00

Inquiries: OTAR 01-248 5757 ext. 476/474.

Chile

Exchange rates. The Chilean Central Bank has now established the daily rate of exchange for the period 5 March to 4 April 1977. Copies of the list are available.

Inquiries: CRE 01-215 5289.

Dominica

Import licensing. The Dominican authorities have announced that all imported goods irrespective of origin will now require import licences.

British exporters wishing to know more on the subject should specify the products in which they are interested.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

France

Animal feedingstuffs. The Ministry of Agriculture has published in the *Journal Officiel* of 16 March 1977 a decree amending the annex to the decree of 28 November 1973 which listed the additives which may be used in animal feedingstuffs.

Copies of both decrees are available.

Inquiries: OTAR 01-248 5757 ext. 423.

Use of the French language. The French authorities published in the *Journal Officiel* of 19 March 1977 a circular setting out the aim and scope of the law of 31 December 1975 on the use of the French language.

Copies of the French text of the circular are available and an English translation is being prepared.

Inquiries: OTAR 01-248 5757 ext. 423.

The Gambia

Customs tariff amendment. The customs tariff amendment 30, published in The Gambia *Gazette* of 22 February 1977, amends, with effect from that date, the first schedule to Customs Tariff (Import Duties).

The tariff numbers affected are as follows:

24.01 ; 24.02 ; 33.06 ; 34.01 ; 36.06 ; 37.01/02 ; 37.03 ; 37.04/05 ; 37.06/07 ; 37.08 ; 40.11 ; 59.10 ; 64.01 ; 64.02 ; 64.03 ; 64.04 ; 64.05 ; 64.06 ; 69.04/08 ; 87.02 ; 91.01/02 ; 91.03/06 ; 91.07/11 ; 92.11 ; 92.12 ; 94.01 ; 94.03 ; 94.04 ; 25.23.

Inquiries: OTAR 01-248 5757 ext. 473/472/471/462.

Republic of Ireland

Excise duty. The Minister for Finance, under sub-paragraph 14(6) of the Imposition of Duties (No. 221) (Excise Duties) Order, 1975, has directed that knitted car seat covers and knitted steering wheel covers (which are classified under tariff heading 87.06.264) may be imported free of excise duty.

This means that importers will no longer require an authorisation to import such goods free of excise duty. This change does not affect liability to customs duty (zero for UK goods) or to value added tax.

Any further information required may be obtained from any collector of Customs and Excise in the republic, or from the Office of the Revenue Commissioners, Dublin Castle, Dublin 2.

Inquiries: CRE 01-215 3066.

Israel

Surcharge amendment. Goods containing acrylic or modacrylic fibres in any percentage which fall within CCCN 53.02, 53.05, 53.06, 53.07, 53.08 and 53.09 are no longer subject to a surcharge.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Tobacco excise tax amendment. Packets of 20 cigarettes at a retail price (excluding VAT) per packet not exceeding IL1.60 will now be taxed at 55 per cent of the price to the consumer. Packets of 20 cigarettes exceeding IL1.60 in price will be taxed at 60 per cent of the price to the consumer.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Libya

Import restrictions. It has been announced that in the future the following imports may only be imported by the companies shown:

1 Tyres, batteries dry and liquid (including imports of semi-processed tyres and products for renovation and repair of used tyres)	'Aman' Tyres and Batteries Co
2 Leather and leather skins, leather products of all kinds including shoes	General Leather Industries and Products Corporation

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461.

Madagascar

Use of Malagasy place names. Following the notice which appeared in *Trade and Industry* of 25 February 1977, British businessmen will wish to note that other cities in Madagascar will also be known in future by their old Malagasy names. For instance, Tamatave has reverted to Toamasina, Tulear to Toliary, etc.

Inquiries: CRE 01-215 5334.

Malta

Import licensing. The Malta *Government Gazette* dated 15 March 1977 carried legal notice 40 of 1977. The following items are added to the list of goods requiring an import licence:

Weighing and measuring instruments not calibrated in SI units;
Belts, purses and wallets of leather or plastic; and
Allen keys, chisels, files, hammers, pliers, rasps and screwdrivers.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

Mauritania

Compulsory insurance of imports. *Trade and Industry* of 1 April contained (page 852) a notice on the compulsory insurance of imports into Mauritania. The third sentence of that notice should have read 'In future only fob and C & F imports will be accepted and all goods will have to be insured with SMAR, the Mauritania state insurance company'.

Inquiries: CRE 01-215 5334.

New Zealand

Profit margins on motor vehicle spare parts. The Department of Trade and Industry is conducting an inquiry with the purpose of reviewing current profit margins in the prices of motor-vehicle spare parts. The inquiry will have two objectives: first, to see if the (local) industry is complying with government regulations governing profit margins; and, second, to see if the margins taken are justifiable.

On 14 March the minister said that if the investigation showed that importers were not obtaining the best for the public, he was prepared to consider directing his Department to issue import licences to firms who could import spare parts from alternative sources at significantly lower prices.

A further notice will be issued in three months time when the report is due to be published.

Copies of the minister's press statements about the review are available.

Inquiries: CRE 01-215 5321.

Philippines

Time change. Time in the Philippine republic has advanced one hour and is now nine hours in advance of GMT. The change, which took place on 27 March, is due to last until 7 June 1977.

Inquiries: CRE 01-215 5747.

St Lucia

Fuel consumption tax. By SR&O 1977 No. 11, the rates of consumption tax on some fuels have been amended by the St Lucia authorities as follows:

Tariff no.	Description of goods	Rate of tax
27.10.10	Motor gasolene	57c per L. Gal
27.10.30	Other motor spirits	57c per L. Gal
27.10.50	Illuminating kerosene	3c per L. Gal
27.10.60	Gas oil, diesel oil and other fuel oils	36c per L. Gal

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Sierra Leone

Immigration. Notices were published in *Trade and Industry* on 22 October 1976 (page 231) and 18 February 1977 (page 411) about entry into Sierra Leone.

The Sierra Leone government has recently expressed disappointment that visitors are still arriving in the country without valid entry permits, and have stated that in the future such visitors will be liable to prosecution.

Inquiries: CRE 01-215 3064.

Import licences and exchange control. A notice published in *Trade and Industry* of 4 March (page 582) gave information about the dates for applications for specific import licences. Information has been received from the British high commission in Freetown that the licences are now being issued, but these are usually well below the values requested. Exporters may consequently find it increasingly difficult to get into Sierra Leone those products requiring a specific import licence. Prior approval from the Bank of Sierra Leone is required for all consignments of a value exceeding Le5000 imported under open general licence. British exporters are therefore advised in their own interests not to ship a consignment until exchange control approval has been given in Sierra Leone.

Inquiries: OTAR 01-248 5757 ext. 473/472/471/462.

South Africa

Budget 1977. The Minister of Finance, Senator Horwood, presented his budget for 1977/78 on 30 March.

Senator Horwood expressed optimism that there would be an export-led upswing in the South African economy, particularly in view of the recent increase in the gold price and the expected increase in the volume of world trade. He did not forecast when this upswing would take place. For 1977 he predicted little, if any, increase in private consumption expenditure, a continued decline in real fixed investment, but an increase in real consumption expenditure of the government sector.

He expressed concern at the difficulties South Africa had been experiencing, and was likely for the moment to continue to experience, in obtaining a sufficient inflow of foreign capital. Because of these difficulties, he said that one of the main aims of his budget was to improve further the current account of the balance of payments. This, together with the need to control inflation, meant that the present restrictive fiscal and monetary policies would be continued.

The minister estimated that government expenditure would rise in 1977/78 by only 7.8 per cent to R8,785 million, the major increase being in defence expenditure, which is to rise by 21.3 per cent to R1,654 million. There will also be increases in the budgets of the Departments of National Education, Coloured Relations, Public Works and Bantu Education, plus provision for substantial expenditure on housing in black and brown residential areas.

The minister estimated that state revenue would grow only slowly and that there would be a deficit of R1,555 million. Only about 10 per cent of this deficit would be covered by increased taxes and there would in particular be no increase in income tax. A number of measures other than taxation would be used to finance the deficit domestically. These are:

1 Special National Defence Savings Bonds will be issued.
2 There will be substantial increases in the statutory holdings of prescribed securities (ie government stock and investment in state corporations) by financial institutions.
3 There will be an *ad valorem* surcharge of 15 per cent with immediate effect on all imports except those subject to Gatt bindings and certain other agreements and customs conventions to which South Africa is a party. The only other exceptions will be importations by central government departments and provincial administrations, and certain petroleum products. The minister added that he regarded this duty as a temporary measure which he would reduce or remove as soon as he could, more particularly when his revenue sources could be augmented by the introduction of a proposed universal sales tax which is currently under study.
4 Certain measures to tighten up exchange control so as to prevent private individuals from exporting capital were announced.
5 Foreign-controlled South African enterprises which are at present allowed to declare dividends and transfer profits to foreign countries provided this is done out of income earned after 1 January 1960, will from now on be able to do so only out of income earned after 1 January 1975. This date will in future be brought forward annually so the transfers can only be made out of profits earned during the two preceding years.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462, and specific inquiries regarding Gatt bindings: CRE 01-215 5274.

Metrication. Following the notice in *Trade and Industry* of 18 March 1977, the following additional detail is published for general information:

Provided that any prescribed quantities are adhered to and that the metric term is placed before the imperial term it is not illegal for prepacked goods, including foodstuffs, to carry dual markings.

Inquiries: OTAR ext. 471/472/473/462.

United States

Imports of speciality steels under quota. Further to the notice which appeared in *Trade and Industry* on 1 April 1977, the following table, derived from statistics made available by the US Customs Service, shows the products which are subject to quotas, the United States quotas on imports from the EEC for the 12 months 14 June 1976 to 13 June 1977, and United States imports of the products concerned from the EEC during this period, as at 25 March 1977:

Pounds weight

Product	US import quotas for 12 months 14 June 1976 to 13 June 1977	US imports during this period as at 25 March 1977
Sheet and strips of stainless steel (item 923.20)	34,082,000	27,883,465
Plates of stainless steel (item 923.21)	9,600,000	5,820,502 (at 29 March)
Bars of stainless steel (item 923.22)	4,200,000	1,991,208
Wire rods of stainless steel (item 923.23)	14,800,000	Quota filled
Bearing steel (item 923.25)	7,000,000	2,566,306
Alloy tool steel (item 923.26)	6,800,000	Quota filled

Inquiries: CRE 01-215 5629.

Yugoslavia

Global foreign exchange quotas. Yugoslav *Official Gazette* 51/1976 (items 731 and 732) fixes the following global foreign exchange quotas for 1977:

Item 731 – 100 per cent of amount allocated during 1976 for payment for imports of raw materials, primary products and semi-manufactured goods and spares for maintenance requirements:
Item 732 – 150 million new dinars for imports of raw materials, primary products and semi-manufactures and spares for current maintenance requirements.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Overseas orders for British telecines

The final test bay at the end of the production line of telecines made by Rank Cintel of Ware in Hertfordshire. Yugoslavia recently became the twenty-second country to order the Rank Cintel's Mark III Flying Spot colour telecine system, following Brunei and Bulgaria. Overall sales of the Mark III have now reached 76 systems earning more than £3 million for Rank Cintel.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,218	10,396	1,829	1,977	£ million		
1970	100	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	102	32,505	9,681	1,991	1,930	99	−148	52	22	1,087	280	807
1972	104	34,402	9,870	1,739	2,071	39	−145	48	15	131	−702	833
1973	110	36,003	10,279	1,872	2,390	1,127	404	102	382	−752	−2,334	1,582
1974	110	35,590	10,124	2,024	2,289	602	666	81	−111	−3,380	−5,221	1,841
1975	108	35,234	9,991	1,737	1,970	−680	−392	−111	−23	−1,635	−3,195	1,560
1976	109	35,290	9,562	1,651	1,898	−8	−4	22	1	−1,423	−3,592	2,169
1974 3rd qtr.	112	8,952	2,484	501	556	330	358	3	−39	−772	−1,236	464
4th qtr.	111	8,971	2,590	511	559	56	133	17	−53	−845	−1 288	443
1975 1st qtr.	109	8,988	2,534	471	492	−125	18	−31	−38	−544	−947	403
2nd qtr.	107	8,833	2,474	444	498	−267	−105	−54	−66	−295	−655	360
3rd qtr.	107	8,724	2,540	416	501	−208	−234	−29	38	−566	−967	401
4th qtr.	107	8,689	2,443	406	480	−80	−70	4	43	−230	−626	396
1976 1st qtr.	109	8,811	2,460	402	452	25	31	24	12	−80	−538	458
2nd qtr.	108	8,730	2,394	408	479	−97	−115	−22	−55	−439	−919	480
3rd qtr.	108	8,824	2 392	418	484	−22	4	10	22	−536	−1,148	612
4th qtr.	110	8,925	2,316	422	483	86	77	10	22	−368	−987	619
% change last 2 qtrs. on prev. 2 qtrs.	+0.3	+1.2	−3.0	+3.7	+3.9							
on a year earlier	+2.0	+1.9	−5.5	+2.2	−1.4							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages									On a balance of payments basis at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	107.1	116.7
1973	110.3	110.0	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2 6	307.0	122.2	133.8
1974	106.4	108.2	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.7ø	2.6ø	302.7ø	131.2	136.2
1975	101.3	101.7	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	3.9	150.0ø	125.6	126.4
1976	102.2	103.4	108.1	104.7	157.1	16.5	299.0	219.6	214.5	1,269.8ø	5.4ø	120.4ø	135.9	134.2
1976 1st qtr.	101.9	101.9	107.3	103	149.4	22.5	266.5	206.9	205.5	1,220.3	5.2	116.7	131.5	126.1
2nd qtr.	102.4	103.6	107.6	106	154.9	16.0	292.6	214.4	212.8	1,252.1	5.3	119.4	137.1	134.6
3rd qtr.	101.6	103.6	108.9	97	158.5	13.7	306.8	223.2	218.6	1,305.5	5.5	123.6	134.2	137.9
4th qtr.	102.8	104.3	108.5	113	165.8	15.0	329.9	233.9	220.6	1,316.8ø	5.6ø	..	140.8	138.1
1977 1st qtr.							341.7 p	248.0 p		1,330.2 p	5.6 p			
1976 Apr.	102.4	103.3	108.8	116	153.5	18.9	286.3	211.5	210.1	1,241.8	5.3	122.5	135.6	132.1
May	104.5	106.4	106.8	110	155.2	15.4	292.0	214.8	211.7	1,253.3	5.3	120.0	137.2	134.7
June	100.5	101.1	107.3	91	156.0	13.8	299.6	217.0	216.6	1,261.1	5.3	115.7	138.5	137.1
July	101.5	103.8	108.8	91	156.3	12.9	302.0	219.8	219.0	1,288.9	5.5	118.6	130.4	139.4
Aug.	100.8	102.7	108.9	115	158.5	13.8	304.0	223.4	219.1	1,308.8	5.6	126.2	134.9	133.7
Sept.	102.5	104.5	108.9	86	160.6	14.3	314.4	226.3	219.2	1,318.7	5.6	125.9	137.3	140.4
Oct.	102.5	104.6	108.1	109	163.5	14.7	327.7	230.0	219.5	1,307.9	5.5	124.5	140.8	140.6
Nov.	103.0	104.6	109.2	119	165.8	15.0	331.8	234.6	220.7	..	..	..	138.1	140.1
Dec.	102.9	103.7	108.3	111	168.0	15.1	330.2	237.2	221.5	1,325.7 e	5.6 e	..	143.3	133.6
1977 Jan.	103.9 p	104.4 p	106.7	93	172.4	16.6	337.9	244.9	223.8	1,338.2	5.7	..	140.6	153.6
Feb.			105.7	118	174.1	16.2	339.7 p	248.2 p	223.9 p	1,331.4	5.6	150.5	138.0 p	133.8 p
Mar.							347.4 p	250.8 p		1,321.1 p	5.6 p	157.3 p		
% change latest 3 months on prev. 3 months	+1.4	+0.3	−1.6	+2.5	+5.0		+3.6	+6.0	+1.5	+1.0			+1½	—
a year earlier	+2.7	+3.5	−0.6	+8.1	+16.0		+28.2	+19.8	+10.3	+9.0			+7	+10

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of available months e estimate

Inquiries: 01-215 3453

Economic indicators of the industrial countries

The following tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – (e). The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned. Exchange rates are those used in the basic data sources. The group of industrial countries is taken as comprising the members of the Organisation for Economic Co-operation and Development (OECD) ie: Western Europe, North America, Japan, Australia and New Zealand. Consumer prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

The tables replace those that have been published previously under the heading 'Economic Indicators of the EEC'. Every third month they are now incorporated with other tables in articles also headed 'Economic indicators of the industrial countries' which replace those previously titled 'Trade and production in industrial countries'.

Inquiries: 01-215 3442.

TABLE 1 Industrial production (excluding construction) seasonally adjusted

Indices 1970 = 100

	Belgium	Luxem-bourg	France	German F.R.	Ireland	Italy	Nether-lands	United Kingdom	EEC[1]	Canada	United States	Japan	OECD
Weights in total	1.3	0.1	6.0	13.2	0.2	4.4	1.5	6.4	33.1	3.6	43.3	11.9	
1971	103	98.7	104	101.8	105	99.9	106	100.1	102	105.8	102.0	102.8	101
1972	109	102.8	112	105.7	109	104.4	111	102.4	106	113.1	111.0	110.2	108
1973	116	115.1	120	113.2	119	114.5	119	110.8	115	122.5	120.4	127.4	119
1974	120	119.1	123	111.9	123	119.0	123	107.9	116	126.9	119.9	123.5	120
1975	108	93.0	112	105.0	115	108.5	117	102.6	107	121.0	109.3	110.4	110
1976	119	98.8	123	112.6		121.7	125	104.4	115	126.6	120.4	125.2	119
1975 1st quarter	112	102.8	114	106.4	116	110.2	118	106.3	109	121.3	105.0	106.5	108
2nd quarter	107	92.1	111	103.6	115	107.0	115	101.5	106	120.6	106.0	109.8	108
3rd quarter	105	82.2	110	102.9	115	105.9	113	100.5	105	120.1	111.8	112.2	110
4th quarter	108	94.8	114	108.3	117	110.8	121	101.8	109	121.6	114.4	112.9	113
1976 1st quarter	115	98.0	121	111.7	124	116.7	121	103.4	113	125.2	117.8	119.4	117
2nd quarter	121	103.5	122	112.9	125	120.3	123	104.5	115	127.3	120.0	125.7	119
3rd quarter	118	95.4	126	111.9	129	122.1	125	104.2	115	127.0	121.5	127.1	120
4th quarter	122	98.1	126	113.5		127.5	126	105.7	117	127.0	122.1	128.3	122
1977 1st quarter													
1975 July	101	89.7	110	98.6		110.3	109	100.9	103	119.7	105.2	113.7	109
August	100	60.6	110	103.7		97.9	111	99.1	103	121.0	107.0	111.9	110
September	108	96.4	111	106.4		110.1	114	101.2	106	120.1	108.9	113.8	112
October	107	89.2	113	107.2		111.1	116	102.0	108	119.5	113.0	114.2	112
November	110	97.6	113	108.7		113.0	122	102.2	109	122.3	114.6	111.8	113
December	109	97.7	117	109.4		107.6	120	101.1	109	123.0	115.3	114.0	114
1976 January	112	96.4	120	110.8		112.0	120	102.5	111	124.2	116.6	116.5	115
February	114	98.4	120	111.8		118.9	120	104.2	115	125.2	118.1	119.0	117
March	118	97.7	122	108.9		119.1	122	103.5	113	126.3	118.8	122.7	118
April	121	100.9	122	112.8		118.8	124	104.4	114	126.7	119.1	126.8	119
May	120	108.6	122	110.6		123.3	121	106.9	114	128.3	120.2	124.3	119
June	122	102.9	123	113.2		118.9	124	102.2	115	126.7	120.7	125.9	120
July	110	93.5	124	110.1		121.5	123	104.1	113	126.3	121.2	128.7	119
August	122	86.3	124	112.9		119.0	124	103.2	115	127.5	121.8	126.6	120
September	122	107.9	129	113.0		125.9	129	105.3	117	127.1	121.3	126.0	121
October	123	104.9	123	115.5		122.4	126	105.3	117	125.9	121.0	126.2	121
November	120	95.6	127	115.1		128.3	125	105.0	117	127.1	122.2	129.4	121 (e)
December	123	93.7	124	110.7		131.8	128	105.8	117 (e)	127.9	123.2	129.4	122 (e)
1977 January			129 (e)			126.6 (e)	129 (e)	106.6		128.2 (e)	122.0	128.5 (e)	
February											123.4 (e)		
% change latest three months													
On previous three months	+3.4	+2.3	1.1	+1.6	3.2	5.3	0.8	1.1	1.7	0.7	1.1	2.3	1.1
On a year earlier	+12.3	+3.4	8.6	+4.9	12.2	16.3	5.5	3.9	7.7	3.7	5.3	13.2	7.4

[1] Excluding Denmark.

Source: 'OECD Main Economic Indicators'.

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TABLE 3 **Unemployment** seasonally adjusted[7]

Numbers thousands

	Belgium[2]	Denmark[4]	France[1]	German F.R.[1]	Ireland[2]	Italy[2]	Nether-lands[1]	United Kingdom[1 8]	Canada[2]	United States[2]	Japan[2]
1971	71	30	337	185	42	613	62	776	552	4,993	639
1972	87	30	380	246	48	696	108	885	562	4,840	730
1973	92	20	394	274	44	669	110	611	520	4,305	670
1974	105	45	498	583	48	560	135	600[5]	525	5,076	740
1975	177	103	840	1,074	75	654	195	929	697	7,830	1,000
1976	229	107	933	1,060		732	211		736	7,288	1,080
1975 1st quarter	142	101	708	1,019	68	553	174	738	667	7,476	910
2nd quarter	170	101	829	1,073	74	727	191	847	703	8,087	962
3rd quarter	190	99	915	1,110	78	653	205	1,000	716	7,997	1,025
4th quarter	209	111	916	1,141	80	698	210	1,132	719	7,912	1,124
1976 1st quarter	210	111	907	1,163	82	625	208	1,223	704	7,151	1,067
2nd quarter	229	98	950	1,027	84	755	208	1,246	738	7,014	1,100
3rd quarter	240	102	951	1,015	85	780	221	1,308	751	7,439	1,102
4th quarter	237	117	932	1,014		775	206	n.a.	772	7,632	1,051
1977 1st quarter								1,330			
1975 August	191	104	864	1,121	77		207	997	742	7,924	1,029
September	199	107	933	1,097	79		210	1,034	709	7,970	1,056
October	211	109	928	1,132	80		211	1,089	726	8,092	1,139
November	211	107	913	1,137	80		211	1,138	718	7,939	1,126
December	208	117	906	1,153	81		211	1,175	712	7,735	1,105
1976 January	206	114	900	1,186	81		207	1,211	681	7,290	1,092
February	208	113	901	1,194	82		212	1,232	719	7,136	1,066
March	216	106	921	1,107	82		206	1,227	713	7,027	1,043
April	221	102	929	1,073	84		204	1,234	761	7,040	1,080
May	228	97	953	1,003	85		207	1,250	731	6,860	1,108
June	238	94	967	1,004	83		213	1,257	722	7,143	1,112
July	238	103	950	1,023	85		217	1,294	751	7,426	1,117
August	244	99	962	1,031	86		225	1,309	750	7,506	1,120
September	237	103	941	992	84		220	1,319	753	7,384	1,068
October	230	115	935	1,016	83		214	1,305	784	7,569	1,093
November	244	110	931	1,008			207	n.a.	754	7,769	1,102
December	238	127	930	1,017			199	1,326	778	7,558	957
1977 January	239	127	945	1,086			196	1,338	780	6,958	999 (e)
February	237 (e)		972 (e)	1,056 (e)			191 (e)	1,331		6,972 (e)	
March								1,321			
Rate % in latest month[8]	9.1 (e)	10.5 (e)	5.2	5.5	12.1	3.9	4.9 (e)	5.6	7.5	7.5	1.8
% change latest three months											
On previous three months	0.4	14.8	1.4	4.7	−1.2	−0.6	−8.6	0.9 (e)	+1.1	−5.4	−6.8
On a year earlier	14.8	7.7	5.2	−10.6	+5.0	11.0	−8.0	8.7	+9.5	−3.0	−7.9

Unemployment data are defined and collected on diffe:ent bases in different countries. The following notes indicate main variations preventing direct international comparison.

1 Registered unemployed (excluding school leavers) : rate per cent of total employees
2 Insured unemployed : rate per cent of total insured population.
3 Labour force sample survey : rate per cent of total labour force.
4 Unemployment-insurance beneficiaries : rate per cent of total numbers insured.
5 Estimated in the absence of figures for December 1974.
6 Averaged over component months. Rates per cent relate to the last period for which unemployment figures are given.
7 Some seasonally adjusted data have been estimated from unadjusted material.
8 UK per cent changes are calculated with a non-rounded series.

Source : OECD Main Economic Indicators and *Department of Employment Gazette.*

TABLE 5 **Consumer prices** All goods and services

Indices 1970 = 100

	Belgium	Luxem-bourg	Denmark	France	German F.R.	Ireland	Italy	Nether-lands	United Kingdom	EEC	Canada	United States	Japan	OECD
1971	104.3	104.7	106	105.3	105.3	108.9	104.8	107.5	109.4	106	102.9	104.3	106.1	105
1972	110.0	110.1	113	111.7	111.1	118.4	110.8	115.9	117.2	113	107.8	107.7	110.9	110
1973	117.7	116.8	123	119.9	118.8	131.8	122.4	125.2	128.0	122	116.0	114.4	124.5	119
1974	132.6	128.0	142	136.3	127.1	154.2	146.2	137.3	148.4	138	128.6	127.0	153.4	134
1975	149.6	141.7	156	152.2	134.7	186.4	171.3	151.3	184.4	157	142.5	138.6	171.4	150
1976	163.2	155.6	170	166.8	140.8	219.9	199.6	164.6	214.9	175	153.2	146.6	187.5	163
1975 1st quarter	143.9	136.3	152	147.0	132.0	177.7	164.9	145.8	166.9	150	137.1	135.0	166.0	144
2nd quarter	147.7	140.1	156	150.6	134.5	188.5	169.3	149.9	182.7	156	140.1	137.1	170.5	148
3rd quarter	151.1	143.1	158	153.9	135.5	187.1	172.9	152.9	190.8	160	144.9	140.1	172.2	151
4th quarter	155.4	147.3	157	157.3	136.7	192.2	178.1	156.3	197.3	163	147.9	142.3	176.8	155
1976 1st quarter	158.7	151.1	162	161.1	139.0	206.3	184.8	159.0	204.4	168	149.8	143.7	180.8	158
2nd quarter	161.8	154.5	168	164.8	141.1	219.1	196.6	164.3	211.9	173	152.1	145.5	186.6	161
3rd quarter	164.9	156.9	171	168.6	141.2	222.4	201.7	165.4	216.8	176	154.3	147.8	188.9	164
4th quarter	167.6	159.7	178	172.9	141.9	231.8	215.5	169.6	226.8	182	156.6	149.4	193.6	168
1975 August	151.0	142.9	158	153.8	135.2	187.1	172.5	152.7	190.6	159	145.3	140.0	172.4	151
September	152.3	144.0	159	155.1	135.9		173.9	154.6	192.2	161	145.6	140.7	175.6	152
October	154.1	146.2	155	156.3	136.3		175.8	156.0	194.9	162	146.9	141.5	178.5	154
November	155.7	147.4	158	157.3	136.7	192.2	177.8	156.4	197.3	163	148.3	142.4	177.3	155
December	156.6	148.3	158	158.2	137.1		179.2	156.7	199.7	164	148.5	143.0	177.2	155
1976 January	158.0	150.5	159	159.9	138.2		181.1	157.5	202.3	166	149.3	143.3	180.4	157
February	158.5	151.3	160	161.0	139.2	206.3	185.1	159.0	204.9	168	149.8	143.7	181.6	158
March	159.5	151.6	167	162.4	139.7		188.8	160.5	205.9	170	150.4	144.0	182.3	159
April	161.0	153.8	167	163.8	140.6		193.8	163.9	210.0	172	151.0	144.6	187.2	160
May	162.2	154.7	169	164.9	141.1	219.1	197.7	164.5	212.3	174	152.3	145.5	187.7	161
June	162.4	154.9	169	165.6	141.5		198.6	164.5	213.4	174	153.0	146.3	188.1	162
July	163.7	156.1	169	167.2	140.9		199l6	163.7	213.8	175	153.6	147.1	189.1	163
August	164.4	157.3	170	168.4	141.4	222.4	201.8	165.4	216.8	176	154.3	147.8	187.6	164
September	166.5	157.5	174	170.2	141.4		205.2	167.2	219.7	178	155.0	148.4	192.6	165
October	166.9	158.7	176	171.8	141.5		211.1	169.5	223.7	181	156.1	149.0	193.8	167
November	167.5	159.7	178	173.2	141.8	231.8	215.7	169.7	226.8	182	156.6	149.4	193.8	167
December	168.4	160.8	179	173.8	142.5		218.6	169.7	229.8	184	157.1	149.9	195.8	169
1977 January	170.1	162.4	179	174.3	143.8			169.2	235.9		158.4	150.7	197.7	
% change														
latest month on same month a year earlier	7.7	7.9	12.6	9.0	4.1	—	22.0	7.4	16.6	12.2	6.1	5.2	9.6	9.0
latest three months on previous three months	1.7	2.0	3.1	2.1	0.9	4.2	6.4	1.3	4.9	3.4	1.4	1.1	2.3	2.2
on previous thee months a year earlier	7.6	8.2	12.8	9.7	3.9	20.6	21.1	8.1	15.6	11.9	5.8	5.0	9.8	8.4

Source : 'OECD Main Economic Indicators'.

TABLE 8 Exports (fob) Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark[2]	France	German F.R.	Ireland[2]	Italy	Nether- lands	United Kingdom[2]	EEC	Canada	United States[2]	Japan[2]	OECD
1970	11,592	3,288	17,940	34,188	1,032	13,188	11,772	19,356	112.356	16.134	43,224	19,320	220,045
1971	12,081	3,609	20,592	39,009	1,308	15,177	13,953	23,356	128,084	17,676	44,211	23,994	246,037
1972	15,995	4,330	25,739	46,208	1,610	18,535	15,392	24,340	153,152	20,184	49,676	28,591	290,784
1973	22,416	6,120	35,952	67,440	2,124	22,236	23,952	28,862	210,684	25,200	71,316	36,936	398,880
1974	28,260	7,716	45,900	89,160	2,628	30,288	32,436	37,188	275,100	32,784	98,508	55,536	532,932
1975	28,812	8,712	52,212	90,024	3,216	34,824	34,440	43,056	295,992	32,304	107,652	55,752	567,804
1976	32,604	9,108		101,844	3,300		38,736	45,683		38,100	114,996		
1975 1 quarter	7,731	2,172	13,434	23,481	783	8,685	8,823	11,105	76,542	8,022	27,114	14,781	146,070
2nd quarter	6,981	2,196	13,248	23,025	753	8,571	8,565	10,720	74,367	7,890	25,803	13,734	140,847
3rd quarter	6,540	2,073	12,591	21,279	798	8,646	8,052	10,234	70,488	7,842	27,171	13,344	136,887
4th quarter	7,305	2,243	12,939	22,329	834	8,943	9,009	10,858	74,763	8,220	27,837	14,130	143,982
1976 1st quarter	7,467	2,136	13,395	23,427	735	8,427	8,949	11,223	76,086	9,102	26,910	15,729	147,453
2nd quarter	7,701	2,223	13,893	24,441	820	8,919	8,733	11,220	78,183	9,555	28,668	16,443	153,063
3rd quarter	8,151	2,340	13,881	25,851	832	9,327	9,858	11,307	81,696	9,996	29,649	16,977	160,401
4th quarter	9,207	2,433		27,768	903		11,190	11,681		9,376	29,499		
1975 September	2,116	678	4,114	7,132	265	2,848	2,708	3,298	23,378	2,762	9,147	4,333	45,685
October	2,271	806	4,148	7,200	316	2,918	3,008	3,555	24,489	2,631	9,303	4,764	47,410
November	2,632	724	4,315	7,764	290	3,182	3,095	3,356	25,591	2,709	9,527	4,467	48,479
December	2,324	711	4,414	7,392	246	2,916	3,037	3,562	24,785	2,857	9,376	4,849	48,651
1976 January	2,488	768	4,425	7,747	247	3,062	2,903	3,600	25,456	2,995	8,840	5,037	48,624
February	2,648	683	4,637	7,692	247	2,591	3,017	3,552	25,328	3,210	8,858	5,223	49,290
March	2,495	698	4,478	8,145	228	2,813	3,155	3,686	25,931	2,929	8,920	5,610	50,127
April	2,550	723	4,568	7,981	290	2,775	2,899	3,552	25,551	3,094	9,114	5,299	49,504
May	2,622	780	4,899	8,459	274	3,319	3,009	3,636	27,230	3,095	9,889	5,648	52,484
June	2,594	738	4,488	8,100	249	2,725	2,785	3,634	25,511	3,389	9,689	5,640	51,276
July	2,364	757	4,435	8,040	266	3,131	3,123	3,499	25,800	3,253	9,905	5,576	51,770
August	2,766	785	4,713	8,378	257	3,032	3,381	3,706	27,157	3,432	9,843	5,545	53,289
September	3,021	798	4,733	9,434	308	3,165	3,353	3,841	28,738	3,313	9,902	5,857	55,341
October	3,148	767	4,753	9,024	323	3,387	3,435	3,780	28,710	3,138	9,725	5,988	54,625
November	2,880	827	4,782	9,097	290	3,493	3,846	3,797	29,069	3,021	9,341	5,733	54,662
December	3,179	839	4,950(e)	9,648	292		3,908	4,108	30,324(e)	3,220	10,433	6,000(e)	
1977 January								4,235			9,600		
February								4,160			9,810		
% change latest three months:													
On previous three months	13.0	4.0	4.4	7.4	8.9	13.0	13.5	9.5	7.8	−6.2	−3.0	4.4	5.3
On a year earlier	27.4	8.6	12.5	24.2	6.2	12.3	22.4	16.7	17.7	14.4	10.2	25.9	16.3

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade.

Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

TABLE 9 Imports (cif) Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark[2]	France	German F.R.	Ireland[2]	Italy	Nether- lands	United Kingdom[2]	EEC	Canada	United States[2, 3]	Japan[2]	OECD
1970	11,352	4,380	19,116	29,808	1,572	14,940	13,392	21,720	116,280	13,308	39,960	18,876	225,649
1971	12,390	4,476	21,261	34,356	1,838	16,026	15,159	23,897	129,403	15,460	45,633	19,716	250,717
1972	14,879	4,986	26,696	39,759	2,113	19,252	17,127	27,831	152,643	18,924	55,819	23,463	297,984
1973	21,936	7,704	37,380	54,492	2,784	27,816	24,360	38,872	215,232	23,304	69,120	38,316	410,820
1974	29,700	9,852	52,824	68,976	3,816	40,968	33,204	54,345	293,568	32,292	100,968	62,112	583,080
1975	30,708	10,332	54,240	74,208	3,804	38,364	35,148	53,608	300,048	33,960	96,936	57,864	587,364
1976	33,312	12,420		87,564	4,176		39,912	56,373		37,968	121,788		
1975 1st quarter	7,467	2,424	13,902	18,552	981	9,471	9,240	14,229	76,083	8,568	24,813	14,832	150,342
2nd quarter	7,314	2,412	13,176	18,630	924	9,024	8,739	12,956	73,311	8,457	22,683	13,779	143,442
3rd quarter	6,945	2,478	12,879	17,982	903	9,381	8,202	13,175	71,949	8,337	24,030	14,337	142,257
4th quarter	7,614	2,841	14,277	19,128	1,008	10,410	9,039	13,104	77,517	8,556	25,410	14,964	150,357
1976 1st quarter	7,743	2,820	15,015	19,956	1,023	10,035	8,847	13,363	78,684	9,240	27,333	14,973	155,022
2nd quarter	7,986	2,958	15,399	20,775	975	10,578	9,444	13,874	82,146	9,630	29,295	15,300	161,379
3rd quarter	8,286	3,186	16,335	22,431	1,059	10,620	10,002	14,328	86,304	9,612	32,043	17,004	172,488
4th quarter	9,224	3,381		24,222	1,128		11,619	14,438		9,405	32,631		
1975 September	2,440	830	4,309	6,174	305	3,443	2,870	4,212	24,587	2,885	8,370	5,034	48,576
October	2,456	874	4,644	6,320	308	3,288	2,766	4,397	25,049	2,796	8,406	5,089	49,104
November	2,605	978	4,897	6,307	357	3,637	3,203	4,367	26,349	2,907	8,555	4,792	50,654
December	2,565	991	4,786	6,562	345	3,676	3,116	4,439	26,478	2,848	8,555	5,221	50,833
1976 January	2,671	888	5,043	6,534	332	3,177	2,959	4,467	26,022	3,110	9,425	5,126	51,913
February	2,523	972	5,125	6,699	356	3,193	2,902	4,552	26,340	3,154	8,820	5,037	51,781
March	2,559	996	4,971	6,811	353	3,429	3,041	4,342	26,408	3,028	9,226	4,884	51,960
April	2,661	993	5,020	7,146	321	3,641	3,282	4,548	27,665	3,238	9,651	4,975	53,540
May	2,822	981	5,479	6,983	338	3,692	3,176	4,620	28,157	3,070	9,192	4,899	53,734
June	2,572	989	4,852	6,680	326	3,280	3,014	4,697	26,449	3,294	9,883	5,120	53,319
July	2,639	919	4,941	7,089	332	3,422	3,238	4,818	27,438	3,199	10,992	5,473	56,017
August	2,757	1,103	5,498	7,778	350	3,643	3,415	4,635	29,174	3,268	10,377	5,699	58,028
September	2,885	1,165	5,896	7,563	376	3,555	3,350	4,869	29,692	3,144	10,673	5,833	58,444
October	3,028	1,070	5,825	7,748	355	3,782	3,645	4,609	30,194	3,066	10,748	5,785	58,921
November	3,088	1,111	6,064	7,763	392	4,532	3,567	4,890	31,515	3,230	10,679	6,054	61,410
December	3,109	1,200	5,426(e)	8,711	380		4,407	4,878	32,411(e)	3,108	11,204	6,190(e)	
1977 January								5,538			11,270		
February								4,884			11,760(e)		
% change latest three months:													
On previous three months	11.4	6.1	6.0	8.0	6.5	14.7	16.2	6.5	9.1	−2.2	6.7	6.0	6.8
On a year earlier	21.0	18.9	20.9	26.2	11.6	14.5	27.9	13 7	20.9	10.0	27.7	19.4	20.5

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob.

Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

Retail sales in February

Volume

The final seasonally adjusted index of the volume of retail sales in February is 105.7 (1971 = 100). This figure indicates a fall from the (revised) January level of 106.7. The provisional estimate of 107½, was close to the previous January figure of 107.2.

The February index suggests that the level of trade in all broad categories of non-food shops fell back following months when sales had been stimulated by anticipation of the December budget and high annual 'sales'. The level of trade through food shops recovered a little in February from a very low January figure which reflected changes in the pattern of Christmas and New Year holidays and perhaps also the effect of the December budget.

The volume of total sales in the three months December to February was 1½ per cent lower than in the previous three months. For the main components of total trade, sales by durable goods shops in the December to February period were 4 per cent lower than in the previous three months. Sales by clothing and footwear shops rose by 1 per cent while sales by 'other non-food' shops, which include department stores and mail order businesses, fell by 2 per cent. Sales by food shops fell by 2 per cent between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in February was 15 per cent higher than in February 1976. In January and February, the average value of sales was 14 per cent higher than in the corresponding period of 1976.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1975	107.9	99.3	114.2	108	121	115
1976	108.1	99.1	114.6	108	124	114
1974 1st quarter	109.4	100.1	116.2	107	121	119
2nd quarter	108.0	101.3	112.8	104	118	115
3rd quarter	111.2	103.0	117.2	110	125	118
4th quarter	111.2	102.7	117.5	107	128	119
1975 1st quarter	111.1	100.8	118.6	112	129	118
2nd quarter	109.2	99.0	116.6	108	130	116
3rd quarter	105.4	98.1	110.6	107	111	112
4th quarter	105.7	99.1	110.4	105	113	112
1976 1st quarter	107.3	99.3	113.0	107	119	114
2nd quarter	107.6	99.8	113.3	107	122	113
3rd quarter	108.9	99.0	116.1	108	128	115
4th quarter	108.5	98.2	116.0	108	128	115
1975 December*	106.6	99.7	111.6	106	116	113
1976 January	110.2	99.6	118.0	113	125	118
February	106.6	99.3	112.0	106	119	112
March*	105.4	99.0	110.0	103	114	111
April	108.8	101.5	114.1	108	125	113
May	106.8	99.2	112.4	106	119	113
June*	107.3	98.9	113.4	108	122	113
July	108.8	99.7	115.5	108	128	115
August	108.9	99.4	115.9	108	128	115
September*	108.9	98.2	116.8	110	128	116
October	108.1	98.0	115.4	107	129	115
November	109.2	97.9	117.4	108	130	117
December*	108.3	98.6	115.4	108	127	115
1977 January	106.7 r	94.2 r	115.8 r	113	123	115
February	105.7	95.5	113.1	107	120	113
1976 Sep-Nov	108.7	98.0	116.6	108	129	116
Dec-Feb 1977	107.0	96.3	114.8	109	124	114
Percentage increase	−1.6	−1.7	−1.5	1	−4	−2

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1975	174.5	174.6	174.4	172	166	178
1976	200.3	204.4	197.3	190	186	205
1974 1st quarter	136.5	134.6	137.9	139	134	139
2nd quarter	141.2	140.0	142.0	142	136	144
3rd quarter	150.9	147.9	153.1	156	147	154
4th quarter	158.1	155.6	159.9	159	155	162
1975 1st quarter	166.0	162.3	168.6	171	162	170
2nd quarter	174.2	172.7	175.3	169	178	177
3rd quarter	176.7	178.9	175.0	174	161	181
4th quarter	181.7	185.5	178.9	173	165	186
1976 1st quarter	190.3	193.0	188.4	182	176	195
2nd quarter	195.1	199.8	191.8	186	180	199
3rd quarter	203.8	207.6	201.1	194	190	208
4th quarter	211.9	217.3	208.0	199	197	216
1975 December*	185.7	189.5	182.9	177	171	190
1976 January	193.7	191.4	195.4	189	184	202
February	189.1	193.7	185.9	180	176	192
March*	188.6	193.8	184.7	179	170	193
April	196.2	201.1	192.6	186	185	198
May	193.5	198.4	190.1	184	177	198
June*	195.6	199.9	192.5	188	178	199
July	200.2	204.1	197.4	190	189	204
August	204.2	208.4	201.2	193	191	209
September*	206.4	209.7	204.0	198	191	212
October	207.7	212.3	204.3	195	196	212
November	212.9	217.5	209.6	198	199	218
December*	214.5	221.3	209.6	202	195	218
1977 January	217.6 r	218.6	216.9 r	214	196	226 r
February	218.1	224.3	213.6	206	194	224
1976 Sep-Nov	208.8	212.9	205.8	197	195	214
Dec-Feb 1977	216.6	221.4	213.1	207	195	222
Percentage increase	3.7	4.0	3.5	5	—	4

(†) Including department stores and mail order businesses.

The indices for all shops, food shops, and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month to month fluctuations may sometimes make it preferable to average two months or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked* which are of five weeks. The February 1977 sales period was the four weeks from 30 January 1977 to 26 February 1977. The corresponding period in 1976 was the four weeks from 1 February 1976 to 28 February 1976.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

Within the total, sales are analysed by 'kinds of business'; ie the statistics are of sales by particular kinds of shop rather than of sales of particular commodities. For example, while sales by shops classified as food shops are mainly of food, many of them also sell other goods. Similarly, some food is sold by shops classified to other kinds of business.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. (See Technical Note in *Trade and Industry* of 14 March 1975.)

The article giving the *provisional* estimate of the seasonally adjusted index of the volume of retail sales for March and the increase in the value of sales compared with a year earlier will be published later this month.

r = revised figure

Inquiries 01-215 3705.

Official reserves in March

The UK official reserves rose by $1,831 million during March. During the month net amounts of foreign currency borrowing under the exchange cover scheme were $6 million and further drawings totalling $750 million were made on the $1.5 billion government loan.

At the end of March the reserves stood at $9,618 million.

Hire-purchase and other instalment credit business in February 1977

Finance houses and retailers advanced £342 million in new instalment credit agreements in February (seasonally adjusted). Within this total finance houses' lending showed an increase over previous months whereas retailers' lending was much in line with December and January and lower than in November. In the latest three months, December-February, total advances were 4 per cent up on the previous three months, September-November. Finance houses' lending increased by 9 per cent between these two periods; there was virtually no change in the amount lent by retailers.

The average weekly value of retailers' instalment credit sales was lower in February than in January, but about the same as in December. There was little change in the total sales in the three months December to February compared with the previous three months. Credit sales by durable goods shops decreased by 6 per cent and those by department stores by 9 per cent. Sales by other instalment credit retailers (including mail-order houses) increased by 3 per cent between the two three-monthly periods.

The debt outstanding to retailers and finance houses increased by £49 million in February, bringing the total increase in the December-February period to £123 million, the same as that for the September-November period. Amounts outstanding to finance houses increased by £76 million during the three months December-February and those to retailers by £47 million. At the end of February the total amount outstanding to finance houses and retailers was £2,691 million (not seasonally adjusted), 17 per cent more than a year earlier.

Inquiries: 01-215 3162.

TABLE 1 Hire-purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance houses†		Retailers‡	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1974	2,517	−155	1,037	−160	1,480	5
1975	2,992	−10	1,201	−55	1,791	45
1976	3,606	342	1,531	202	2,075	140
1975 1st quarter	715	−10	286	−11	429	1
2nd quarter	759	14	309	−11	450	25
3rd quarter	749	−4	303	−17	446	13
4th quarter	769	−10	303	−16	466	6
1976 1st quarter	844	37	342	1	502	36
2nd quarter	875	79	384	59	491	20
3rd quarter	915	106	391	60	524	46
4th quarter	972	120	414	82	558	38
1976 May	292	26	126	24	166	2
June	292	27	132	19	160	8
July	291	31	126	24	165	7
August	305	39	129	19	176	20
September	319	36	136	17	183	19
October	310	36	128	23	182	13
November	332	51	139	26	193	25
December	330	33	147	33	183	—
1977 January	324	41	135	11	189	30
February	342	49	157	32	185	17
1976 Sep-Nov	961	123	403	66	558	57
Dec-Feb 1977	996	123	439	76	557	47
Percentage increase	4		9		—	
Debt outstanding at 31 December 1976 (unadjusted)	—	2,662	—	1,625	—	1,037

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers.' For further definitions see footnote to table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
HP and other instalment credit sales in 1966§				
£ million	(862)	(327)	(46)	(489)
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1975	218	161	231	254
1976	252	194	257	292
1975 1st quarter	208	153	228	244
2nd quarter	220	174	223	250
3rd quarter	217	157	229	257
4th quarter	226	163	242	267
1976 1st quarter	243	189	263	277
2nd quarter	239	187	227	275
3rd quarter	257	196	259	297
4th quarter	272	202	279	317
1976 May	242	185	230	281
June*	234	187	247	265
July	241	196	240	272
August	258	194	242	302
September*	268	198	287	314
October	266	204	282	306
November	281	209	307	326
December*	269	195	253	320
1977 January	275	193	282	330
February	270	186	270	326
1976 Sep-Nov av.	271	203	292	315
Dec-Feb 1977 av.	271	191	267	325
Percentage increase	—	−6	−9	3

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by February 1977 sales was the four weeks from 30 January 1977 to 26 February 1977. The corresponding period in 1976 was from 1 February 1976 to 28 February 1976.

Business Monitors

The following titles and issues of Business Monitors are now available.

Production series

Monthly at £3.06 each per year post free:

PM476	Imported timber for January 1977
PM491	Rubber for December 1976

Quarterly at £1.00 each per year post free:

PQ240	Tobacco for fourth quarter 1976
PQ277	Dyestuffs and pigments for fourth quarter 1976
PQ279.6	Surgical bandages, etc for fourth quarter 1976
PQ339.1	Mining machinery for fourth quarter 1976
PQ370	Ship and boat building, repairing and marine engineering for third quarter 1976
PQ399.3	Safes, lock, latches, keys and springs for fourth quarter 1976
PQ411	Production of man-made fibres for fourth quarter 1976
PQ429.1	Asbestos for fourth quarter 1976
PQ432	Leather goods for fourth quarter 1976
PQ494.1	Toys, games and children's carriages for fourth quarter 1976
PQ495	Miscellaneous stationers' goods for fourth quarter 1976
PQ499.2	Miscellaneous manufacturing industries for fourth quarter 1976
PQ601	Gas for fourth quarter 1976

Record tourist levels maintained

During October 1976, 701,000 foreign visitors arrived in the United Kingdom, according to figures released by Department of Trade and the British Tourist Authority. This is a record for the month of October, and an increase of 30 per cent over October 1975.

Total arrivals for the first 10 months of 1976 were also the highest ever at 7,267,000, compared with 6,174,000 for the first 10 months of 1975 – an increase of 18 per cent.

The figures include all travellers from the EEC countries, except visitors from the Irish Republic. Commonwealth citizens are excluded.

Arrivals from the EEC countries in October were 367,000, an increase of 32 per cent on the figures for October 1975. Except for Italy (up 3 per cent), all of the EEC countries showed increases of over 30 per cent (France up 33 per cent, Denmark and Germany up 34 per cent, Netherlands and Belgium/Luxembourg up 39 per cent).

Arrivals from the EEC countries for the first 10 months of the year at 3,928,000 were 17 per cent up on the same period in 1975.

Visitors from the rest of Western Europe increased by 50 per cent during October. A total 128,000 visitors arrived compared with 85,000 in the corresponding month in 1975. The largest increase was in visitors from Norway, up by 84 per cent and Spain, up by 75 per cent. Other large increases were Switzerland (up 48 per cent) and Sweden (up 49 per cent). The smallest increases were from Portugal and Turkey (16 per cent and 19 per cent, respectively). During the first 10 months of the year visitors from the rest of Western Europe increased by 23 per cent compared with the same period for 1975.

Visitors from the rest of the world increased by 18 per cent in October. The increase for the first 10 months of the year was 16 per cent. Visitors from the United States continued to increase. In October they were 26 per cent higher than the corresponding month in 1975, and for the first 10 months of the year 21 per cent higher than in the same period for 1975. Visitors from Japan, however, continued to decline with 15 per cent less visitors in October 1976 than in October 1975, and 3 per cent less for the first 10 months of the year.

TABLE 1 Foreign arrivals Thousands per month

	Total arrivals from EEC countries (excluding Irish Republic)		Foreign visitors from non-EEC countries: Rest of Western Europe (non-EEC)		United States		Other foreign countries		Total non-EEC countries	
1967	126		30		70		23		123	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
1973	265		70		131		62		263	
1974	280		75		107		68		250	
1975	314		87		99		80		267	
	UA	SA	UA	SA	UA	SA	UA	SA	UA	SA
1975										
January	164	303	45	83	50	107	53	81	148	271
February	166	331	49	87	44	113	49	92	142	292
March	323	304	82	90	68	103	69	84	219	277
April	264	298	69	80	82	93	61	76	212	249
May	346	322	79	83	114	95	70	73	263	251
June	345	307	109	84	143	94	89	75	340	253
July	631	315	178	86	178	96	142	80	498	262
August	512	319	116	93	148	94	137	82	400	269
September	323	311	96	93	143	96	103	74	342	263
October	277	321	85	85	98	99	76	77	260	261
November	196	313	70	91	65	99	56	87	192	277
December	226	330	69	92	62	104	58	81	189	277
1976										
January	176	324	54	97	53	113	55	83	163	293
February	172	343	56	98	46	120	56	106	158	324
March	293	358	73	103	70	108	66	80	209	291
April	387	353	112	99	99	115	66	83	276	297
May	402	374	90	97	141	120	78	82	308	299
June	426	380	132	101	174	117	101	87	406	305
July	749	375	217	104	204	114	166	94	587	312
August	592	368	141	107	187	123	151	92	479	324
September	364	360	114	106	191	131	112	82	417	319
October	367	417	128	127	124	127	81	83	333	337
Jan-Oct 1975	3,351		908		1,066		849		2,823	
Jan-Oct 1976	3,928		1,117		1,289		932		3,338	

Total arrivals = All persons admitted, including long stay and short stay visitors from EEC countries.
Foreign visitors = All persons entering for visits of under one year from non-EEC countries excluding Commonwealth countries.
UA = Unadjusted. SA = Seasonally adjusted. Source: Home Office.

Notes

The figures in the table are limited to foreign nationals, excluding Commonwealth citizens and citizens of the Irish Republic.

For non-EEC countries visitors entering for a stay of under one year are shown while, for EEC countries, total arrivals are shown irrespective of their purpose of visit or length of stay. This follows the entry of the United Kingdom into the EEC, since when citizens of community countries are generally admitted to the United Kingdom without having to state their purpose of visit, or expected length of stay.

Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends. In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on numbers of Western European visitors.

The seasonally adjusted series are liable to revision when subsequent figures become available and should therefore, for the most recent months, be viewed with caution.

British Film Fund Agency Returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 26 February 1977:

	£
Distributors' earnings submitted	
Low cost films:	
Eligible (after multiplying by 2½)	71,008
Not eligible for 2½ times rental	39,958
	110,966
High cost films (including newsreels after multiplying by 2½)	673,784
	784,750
Films under 3,000 ft (after multiplying by 2½)	92,483
	£877,233
Levy collections paid to the agency by HM Customs and Excise to 8 March 1977 including an estimate of collections approximately covering entertainments for the four weeks ended 26 February 1977	£435,000

The fourth interim allocation for the twentieth year will be at the rate of 41 per cent.

Films Act 1960: section 6: combination of quota periods

Airport '77

The Department of Trade, after consulting the Cinematograph Films Council and upon the application of EMI Cinemas Ltd, has issued a direction that for the following cinemas the years 1977 and 1978

may be combined as a single quota period, provided that the foreign film 'Airport '77' is exhibited for a continuous period of at least eight weeks and one day:

ABC, Harrow Road, London W2; ABC3, Fulham Road, London SW10; ABC, Carlisle, Cumbria; ABC, Brighton, East Sussex; ABC, Portsmouth, Hants; ABC, Derby; ABC1, Bristol Road, Birmingham; ABC1, Wolverhampton, West Midlands; ABC1, Walsall, West Midlands; ABC1, Nottingham; ABC1, Leicester; ABC, Clifton, Bristol; ABC, Bedminister, Bristol; ABC1, Gloucester; ABC, Cheltenham, Glos; ABC1, Swindon, Wilts; ABC1, Cambridge; ABC2, Leeds, West Yorks; ABC1, Bradford, West Yorks; ABC1, Northampton; ABC, Wigan, Lancs; ABC, Lime Street, Liverpool; ABC, Birkenhead, Merseyside; ABC, Warrington, Cheshire; ABC, Chester, Cheshire; ABC, Hereford; ABC, Preston, Lancs; ABC, Blackpool, Lancs; ABC1, Sauchiehall Street, Glasgow; ABC1, Lothian Road, Edinburgh; ABC, Southend, Essex; ABC1, Basildon, Essex; ABC1, Chatham, Kent; ABC1, Gravesend, Kent; ABC1, Wakefield, West Yorks; ABC1, Halifax, West Yorks; ABC, The Haymarket, Newcastle upon Tyne; ABC1, Sunderland, Tyne and Wear; ABC1, Middlesbrough, Cleveland; ABC, Darlington, Co Durham; ABC, South Shields, Tyne and Wear.

'A Star is Born'

The Department of Trade, after consulting the Cinematograph Films Council and upon the application of EMI Cinemas Ltd, has issued a direction that for the following cinemas the years 1977 and 1978 may be combined as a single quota period, provided that the foreign film 'A Star is Born' is exhibited for a continuous period of at least eight weeks and one day:

ABC, Oxford, Oxon; ABC1, Eastbourne, East Sussex; ABC2, Southampton, Hants; ABC1, Bournemouth, Dorset; ABC2, Nottingham, Notts; ABC2, Leicester, Leices; ABC2, Hull, North Humberside.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 1 April 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
French Leave	BR/E 39071/3/4/82	26	28 March	Cinema International Corporation (UK)	Harold Baim Presentations Ltd, London
Eclipse	BR/E 39072/3/4/82	85	29 March	Gala Film Distributors Ltd	Celandine Productions Ltd, London
Marcia	BR/E 39073/3/4/82	10	29 March	Ampgrade Ltd	Oppidan (UK) Ltd, London
Going Back Home	BR/E 39076/3/4/82	30	31 March	Rank Film Distributors Ltd	Nick Abson Productions Ltd, London
Double Exposure	BR/E 39080/3/4/82	81	1 April	Columbia-Warner Distributors Ltd	Westwind Productions Ltd, London
Movietone News 2495	BR/E 38856/3/4/82	8	1 April	British Movietonews Ltd	British Movietonews Ltd
			COMMUNITY		
Journey Into The Beyond	EC 39074/3/4/82	110	29 March	Eagle Films Ltd	Neue Tele-Contact Firmproduktion GmbH and Co Spielfilm KG, West Germany
Everybodys	EC 39075/3/4/82	67	30 March	Watchgrove Ltd	Films du Griffon, Paris
			FOREIGN		
Supervixens	F 39077	a 103 b 106	31 March	Antony Balch Films Ltd	Cavalcade Pictures/RM Films International, Hollywood
War Of The Monsters	F 39078	89	31 March	Miracle Films Ltd	Toho International Co Ltd, Tokyo
The Sentinel	F 39079	92	1 April	Cinema International Corporation (UK)	Universal Pictures, California

AMENDMENTS TO THE REGISTER

The title of the film 'Private Club' EC 37659/18/8/79, registered on 14 August 1974, has been amended to 'Sextime In Paris'.
The title of the film 'Poker In Bed' EC 38500/21/3/81, registered on 18 March 1976, has been amended to 'The Good The Bad And The Sexy'.
The playing time of the film 'Kung Fu Streetfighter' F 38942, registered on 21 January 1977, has been amended to 73 minutes.

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(a) annually (m) monthly (q) quarterly

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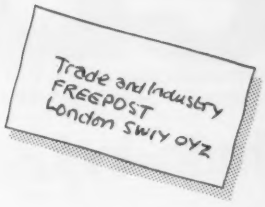

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